

ASTRAL LIMITED



Inherently resilient.
Incredibly agile.

Investor Presentation

MAY

2023

Contents

01

03-15
Company
Overview

02

16-23
Product
Offerings

03

24-34
Brand -
Building
Initiatives

04

35-41
Sustainability
Initiatives

05

42-50
Way
Forward

06

51-62
Financial
Performance

[READ MORE](#)

Astral at a Glance	04	Pipes & Water Tanks Manufacturing Units	11
Operating in 7 High Growth Categories	06	Adhesives & Sealants Manufacturing Units	12
Astral the Trendsetter	07	Paints Manufacturing Units	13
Astral Journey	08	Manufacturing Facilities	14
Awards and Recognition	09	Pan India Presence	15
The Torch Bearer in the Pipes Category	10		

- **COMPANY OVERVIEW**
- PRODUCT OFFERINGS
- BRAND - BUILDING INITIATIVES
- SUSTAINABILITY INITIATIVES
- WAY FORWARD
- FINANCIAL PERFORMANCE

Company Overview



Astral at a Glance (1/2)

Astral is one of the fastest-growing and leading companies in the category of building materials with presence across pipes and adhesives, and has recently forayed into paints, faucets & sanitaryware and valves and Infrastructure.

Astral deploys best-in-globe technologies and fulfills the emerging needs of millions of houses and adds extra mileage to India's developing real estate fraternity with the hallmark of unbeaten quality and innovative building materials solutions.



1996

Astral Incorporated



8,200+

Employees



25+

Export Presence



03

Manufacturing Presence In 3 Countries



22

Manufacturing Units

09 Pipes	05 Adhesives & Sealants	05 Water Tanks	03 Paints
-------------	----------------------------	-------------------	--------------



4,27,611

Production Capacity (M.T. PA)

2,90,176 Pipes & Water Tanks	1,01,435 Adhesives & Sealants	36,000 Paints
---------------------------------	----------------------------------	------------------



38

Depots

17 Pipes	10 Adhesives & Sealants	11 Paints
-------------	----------------------------	--------------

Astral at a Glance (1/2)



2,778+
Distributors



1,93,000+
Dealers

CORPORATE STRUCTURE



51%
Gem Paints
Private Limited

50%
APL (Kenya)

95%
SEAL IT (UK)

100%
SEAL IT (USA)

Operating in 7 High Growth Categories



P

Pipes and Fittings

[READ MORE ON PG 17](#)



W

Water Tanks

[READ MORE ON PG 21](#)



A

Adhesives and Sealants

[READ MORE ON PG 22](#)



I

Infrastructure



F

Faucets and Sanitaryware



Pa

Paints



V

Specialized Valves

[READ MORE ON PG 20](#)

Astral The Trendsetter

01

First to introduce CPVC pipes in India

02

Three adhesives manufacturing facilities, one in India, one in the UK and one in the USA

03

Introduced countless innovations in pipe category

04

India's first lead-free uPVC pipes for potable water and column pipes for stream water

05

Offers the widest range of product in pipes category

06

Robust network of 1,93,000+ dealers and distributors

07

Eight pipes manufacturing facilities

08

Introduced DWC and infrastructure products in Infra segment

09

Five water tanks manufacturing facilities and only Company in India to introduce water tanks with anti viral copper shield

Astral Journey



Astral Incorporated

Where we started

1996

2014-16

2018-20

2021

2022

2023

- Acquired Seal It Limited, UK
- Acquired Resinova Chemie Limited
- Salman Khan appointed as the brand ambassador
- Enters the Billion \$ Market cap club
- Fortune India 500 Company
- Launch of CPVC Pro

- USA Plant of Seal It Limited Operational
- Ghiloth Plant Commissioned
- Acquired Rex Polyextrusion Limited
- Acquired Water Tank Business and launched Sarita by Astral
- Ranveer Singh comes on board as Brand Ambassador

- First to launch multi-layer CPVC-AL-CPVC pipes under the brand name 'Multi Pro'
- Introduced India's first Anti Viral Water Tanks – Cleo & Vito
- Expanded product portfolio by introducing HDPE Pro, Under Ground Pipes & Eco Pro
- BondTite Pro Launch

- Drain Pro Launch
- Bhubaneswar Plant operational
- Astral Enters Faucets and Sanitaryware segment
- Astral Enters Paints segment by acquiring controlling stake in Gem Paints
- Appointed Allu Arjun as brand ambassador to strengthen brand recall in Southern Indian markets

- Introduced complete range of specialized valves offerings
- Rainway - new product launch
- New brand architecture - Bondtite

Awards and Recognition

2013



- Awarded as Business Standard Star SME
- Recognised for Smart Innovation by Inc. India Innovative 100 under category of 'Technology'

2014



Awarded as India's Most Promising Brand

2015



- Awarded as Value Creator during the first ever Fortune India Next 500
- Awarded as India's Most Desired Brand by TRA

2016



- Awarded as India's Most Attractive Pipe Brand
- Shortlisted & profiled in Dun & Bradstreet's list of India's Top 500 Companies for the year 2021 publication
- Awarded as India's Most Trusted Pipe Brand in the year 2016

2019-22



Awarded as India's Most Trusted Pipe Brand in the year 2019, 2020, 2021 and 2022

2019-23



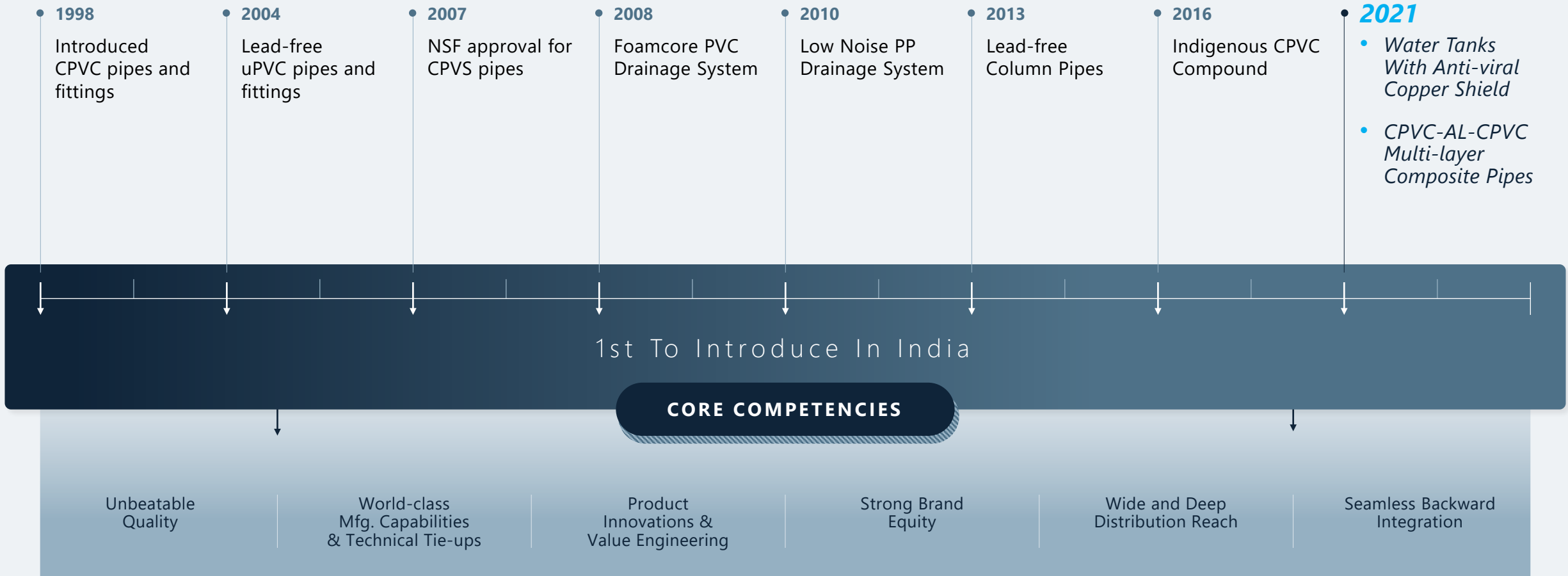
Recognised as Consumer Validated Superbrand – India for 2017 and then for three consecutive years 2019, 2020, 2021, 2022 and 2023

2022-23



- *Certified as Great Place to Work for 2 consecutive years*
- *Most trusted brand award in piping category by TRA*
- *Bondtite - Brand of the year by ET Now*
- *Valve unit awarded Green Plant Certification*

The Torch Bearer in The Pipes Category



Pipes & Water Tanks Manufacturing Units

Installed Capacity

Santej



P
W

73,804 M.T.

Dholka



P

55,314 M.T.

Ghiloth



P
W

37,053 M.T.

Hosur



P
W

49,454 M.T.

Sangli



P

36,088 M.T.

Aurangabad



P
W

11,687 M.T.

Sitarganj



P

5,076 M.T.

Bhubaneswar* (Cuttack)



P
W

21,365 M.T.

Jamnagar



F

336 M.T.



Pipes



Water Tanks



Faucets & Sanitaryware

Adhesives & Sealants Manufacturing Units

Installed Capacity



SEAL IT, UK



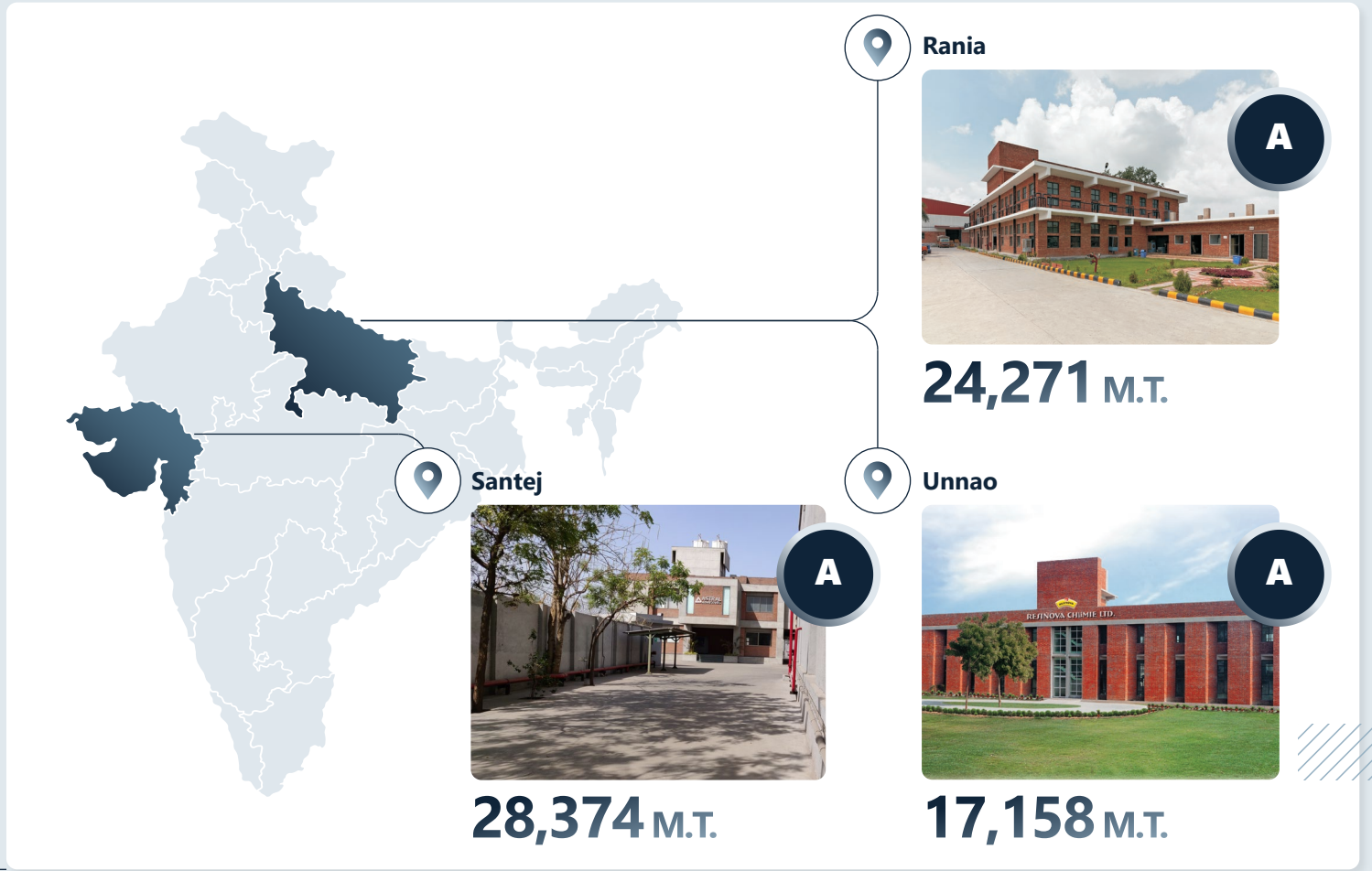
SEAL IT, USA



31,632 M.T.

UK + US capacity

India



Rania



24,271 M.T.



Unnao



17,158 M.T.



Santej



28,374 M.T.

Upcoming Manufacturing Units



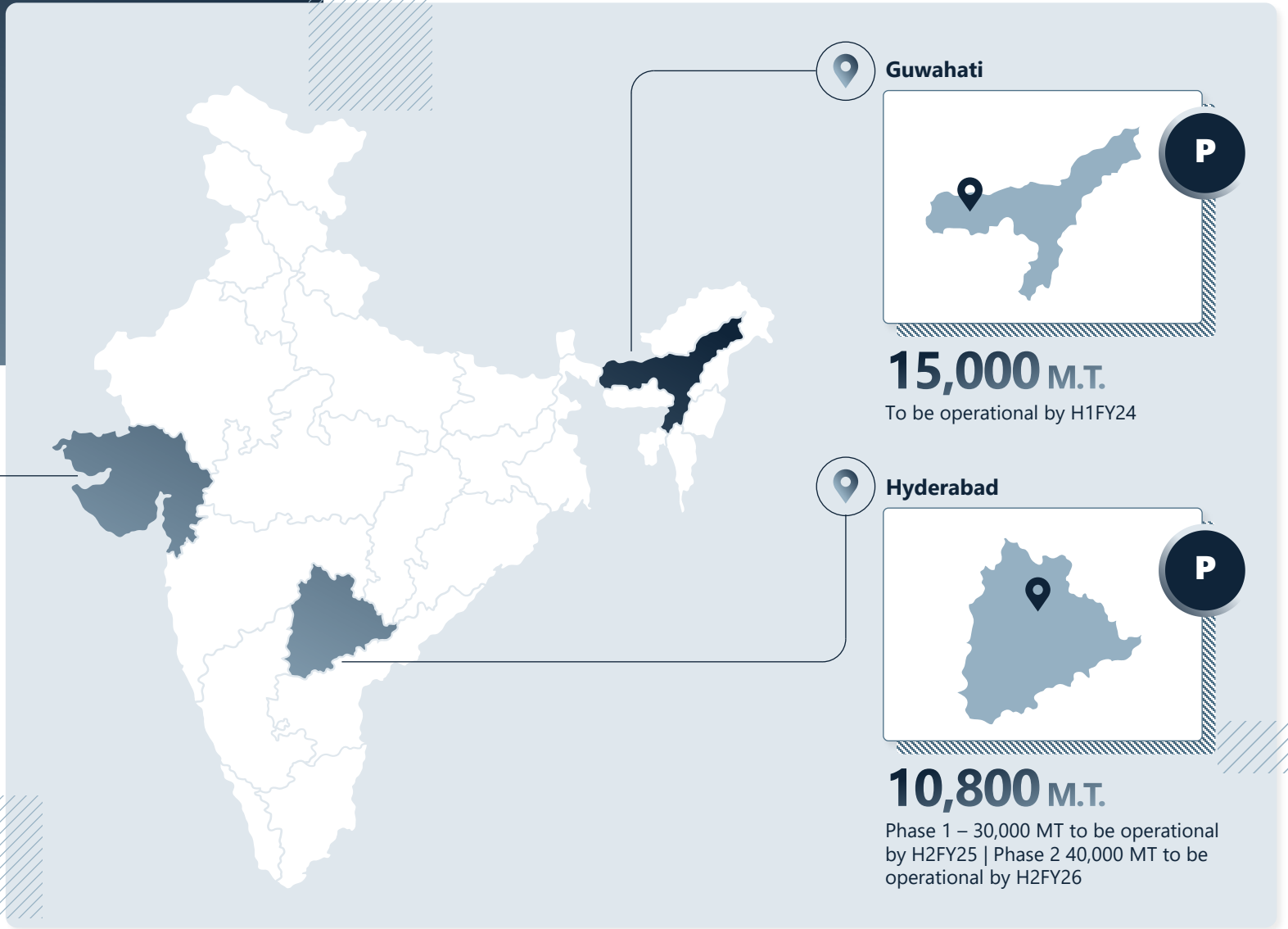
Pipes



Adhesives & Sealants



Dahej



Guwahati



15,000 M.T.

To be operational by H1FY24



Hyderabad



10,800 M.T.

Phase 1 – 30,000 MT to be operational by H2FY25 | Phase 2 40,000 MT to be operational by H2FY26

Manufacturing Facilities



Pipes



Water Tanks



Adhesives & Sealants



Faucets & Sanitaryware



UK + US capacity
31,632 M.T.



India

Sitarganj
5,076 M.T.



Ghiloth
37,053 M.T.



Santej
28,374 M.T.



Santej
73,804 M.T.



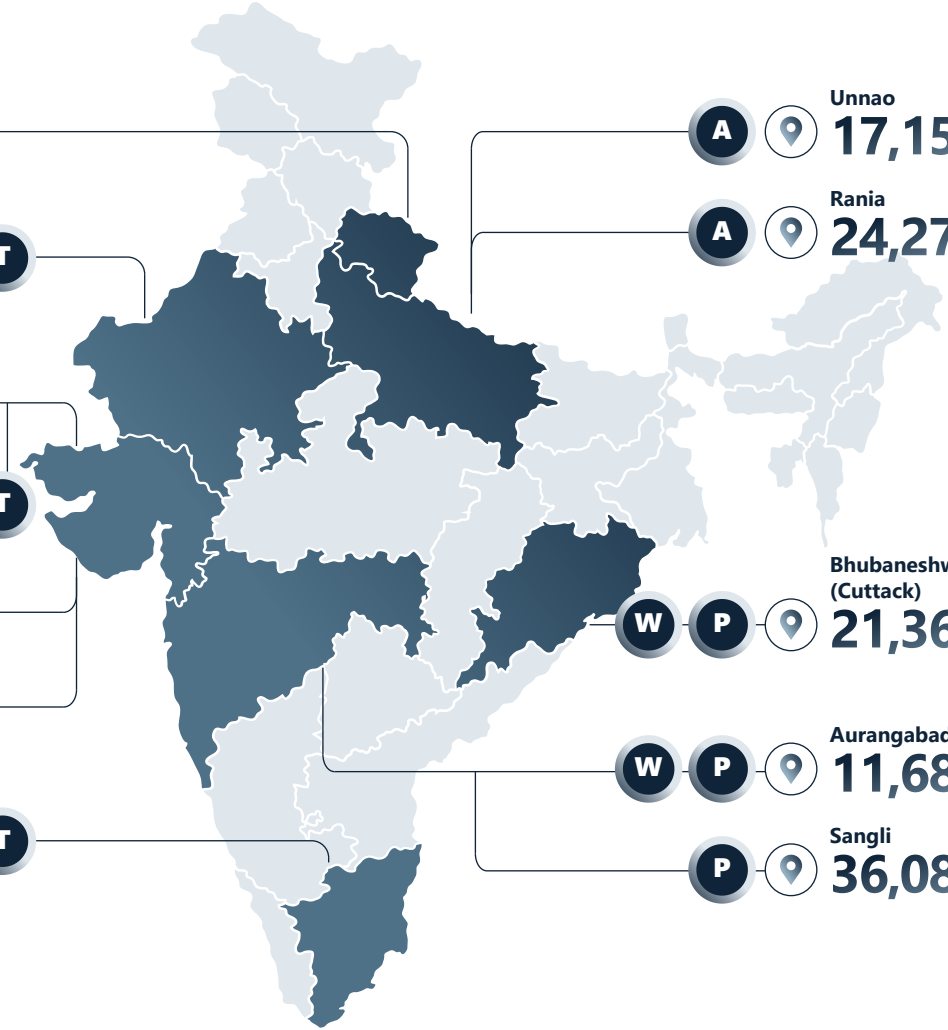
Dholka
55,314 M.T.



Jamnagar
336 M.T.



Hosur
49,454 M.T.



Unnao
17,158 M.T.



Rania
24,271 M.T.



Bhubaneswar (Cuttack)
21,365 M.T.

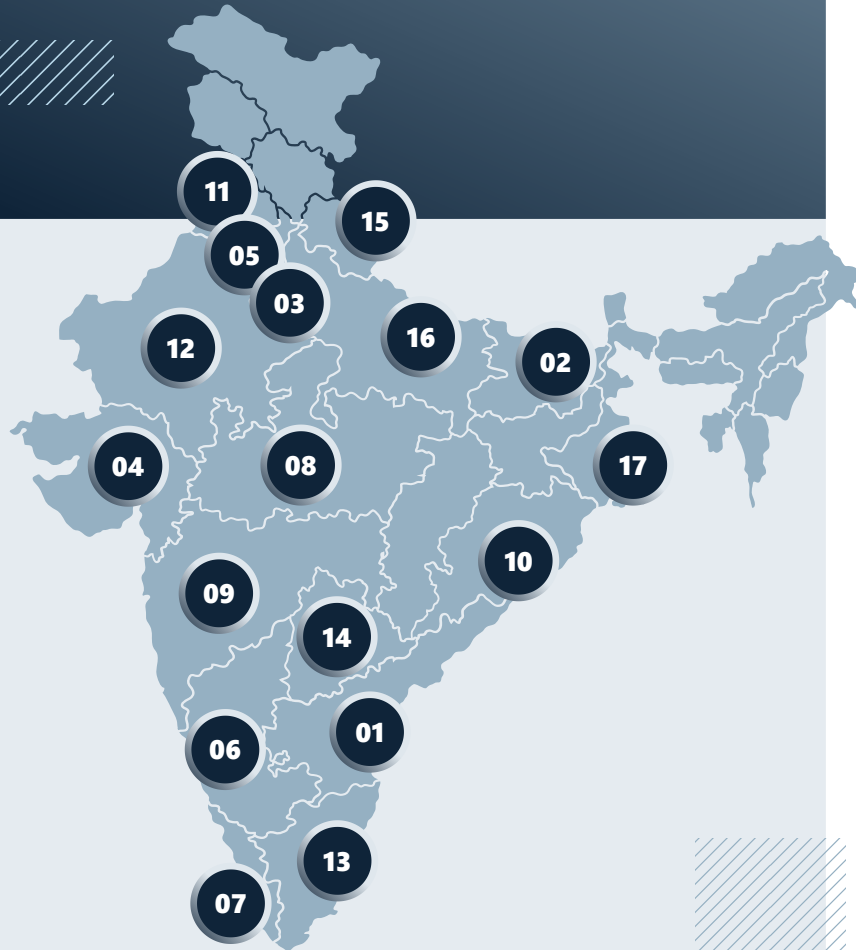


Aurangabad
11,687 M.T.



Sangli
36,088 M.T.

Pan India Presence



PLACE	PIPES			ADHESIVES & SEALANTS			WATER TANKS	PAINTS	
	Plants	Depots	Branch Office	Plants	Depots	Branch Office	Plants	Plants	Depots
01 ANDHRA PRADESH Vijayawada	-	✓	-	-	-	-	-	-	✓
02 BIHAR Patna	-	✓	-	-	✓	-	-	-	-
03 DELHI New Delhi	-	✓	✓	-	✓	-	-	-	-
04 GUJARAT Ahmedabad Dholka Santej	- ✓ ✓	- - -	✓ - -	- - ✓	- - -	✓ - -	- - ✓	- - -	- - -
05 HARYANA Ambala	-	✓	-	-	-	-	-	-	-
06 KARNATAKA Bengaluru Hubbali Mangaluru Mysuru	- - - -	- - - -	✓ - - -	- - - -	✓ - - -	- - - -	- - - -	✓ - - -	✓ ✓ ✓ ✓
07 KERALA Kochi Ernakulam	- -	- -	✓ -	- -	- -	- -	- -	- -	- ✓
08 MADHYA PRADESH Indore	-	✓	✓	-	✓	-	-	-	-
09 MAHARASHTRA Aurangabad Kolhapur Mumbai Nagpur Pune Sangli Thane	✓ - - - - ✓ -	- ✓ - ✓ - - -	- - ✓ - ✓ - -	- - - - - - -	- - - - - - ✓	- - ✓ - - - -	- - - - - - -	✓ - - - - - -	- - - - - - -
10 ODISHA Cuttack	✓	-	-	-	-	-	✓	-	-
11 PUNJAB Mohali	-	-	-	-	✓	-	-	-	-
12 RAJASTHAN Ghiloth Jaipur Udaipur	✓ - -	- ✓ ✓	- ✓ -	- - -	- ✓ -	- - -	✓ - -	- - -	- - -
13 TAMIL NADU Chennai Coimbatore Hosur Madurai	- - ✓ -	- - - -	✓ - - -	- - - -	- - - -	- - - -	- - ✓ -	- - - -	✓ ✓ ✓ ✓
14 TELANGANA Hyderabad	-	✓	✓	-	✓	-	-	-	-
15 UTTARAKHAND Sitarganj	✓	-	-	-	-	-	-	-	-
16 UTTAR PRADESH Lucknow Kanpur Rania Unnao Varanasi	- - - - -	- - - - ✓	✓ - - - -	- - - - -	- - - - -	- - ✓ - -	- - - - -	- - - - -	- - - - -
17 WEST BENGAL Kolkata	-	✓	✓	-	✓	-	-	-	-

Pipes Products at a Glance

17

Water Tanks Products at a Glance

21

New Product Launch - Specialized Valves

20

Adhesives and Sealants Products at a Glance

22

Product Offerings

COMPANY OVERVIEW

● **PRODUCT OFFERINGS**

BRAND - BUILDING INITIATIVES

SUSTAINABILITY INITIATIVES

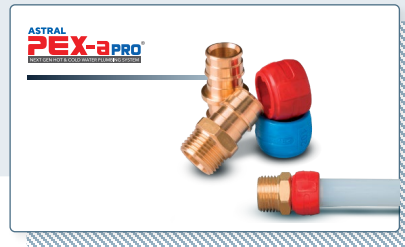
WAY FORWARD

FINANCIAL PERFORMANCE

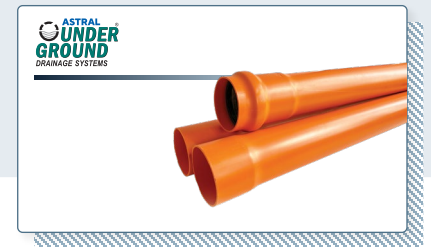
02

Pipes Products at a Glance (1/3)

PLUMBING SYSTEM



DRAINAGE SYSTEM



PLUMBING SYSTEM (CONTD.)



FIRE PROTECTION SYSTEM



Pipes Products at a Glance (2/3)

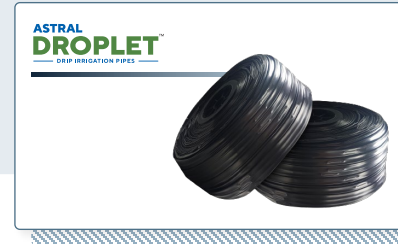
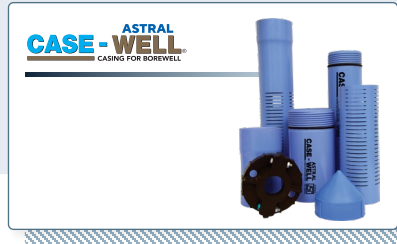
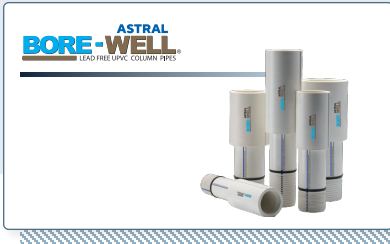
CABLE PROTECTION SYSTEM



INDUSTRIAL PIPING SYSTEM



AGRICULTURE SYSTEM



AGRICULTURE SYSTEM (CONTD.)



URBAN INFRASTRUCTURE

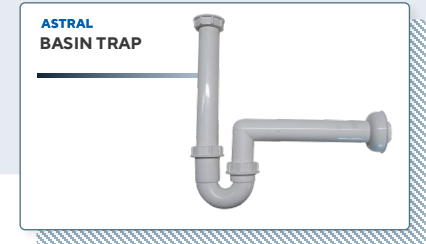
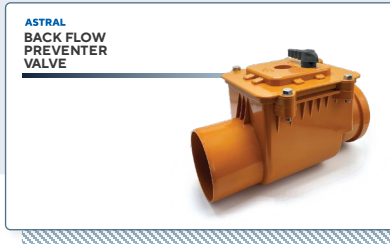


Pipes Products at a Glance (3/3)

SOLVENT CEMENTS



SPECIALIZED FITTINGS



ANCILLARY



New Product Launch - Specialized Valves

Astral now offers a specialized range of valves.

Designed with advanced features and high-quality components, these valves ensure smooth operation, low torque, and long-lasting performance. They perfectly complement our piping systems, providing a comprehensive solution for our customer needs.



Water Tanks Products at A Glance

SARITA
by ASTRAL



ASTRAL **Cleo 4** LAYER WATER TANK | ASTRAL **Vito 3** LAYER WATER TANK
ASTRAL **Sylo 2** LAYER WATER TANK



ASTRAL **Opta 3** LAYER WATER TANK



Adhesives & Sealants Products at a Glance (1/2)

EPOXY ADHESIVES & PUTTY



SILICONE SEALANTS



INSTANT ADHESIVES



CONSTRUCTION CHEMICALS



MEMBRANE & COATING



WATERPROOFING



TILE & GROUT ADHESIVES



PVA ADHESIVES



RUBBER ADHESIVES



TAPES



ANAEROBIC ADHESIVES



ANAEROBIC ADHESIVES

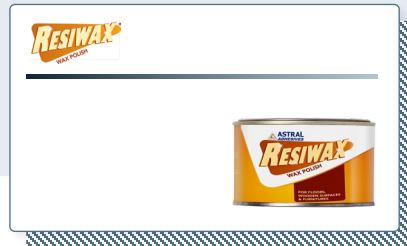


Adhesives & Sealants Products at a Glance (2/2)

SOLVENT CEMENTS



INDUSTRIAL



Brand – Building Initiatives

COMPANY OVERVIEW

PRODUCT OFFERINGS

● **BRAND - BUILDING INITIATIVES**

SUSTAINABILITY INITIATIVES

WAY FORWARD

FINANCIAL PERFORMANCE

03

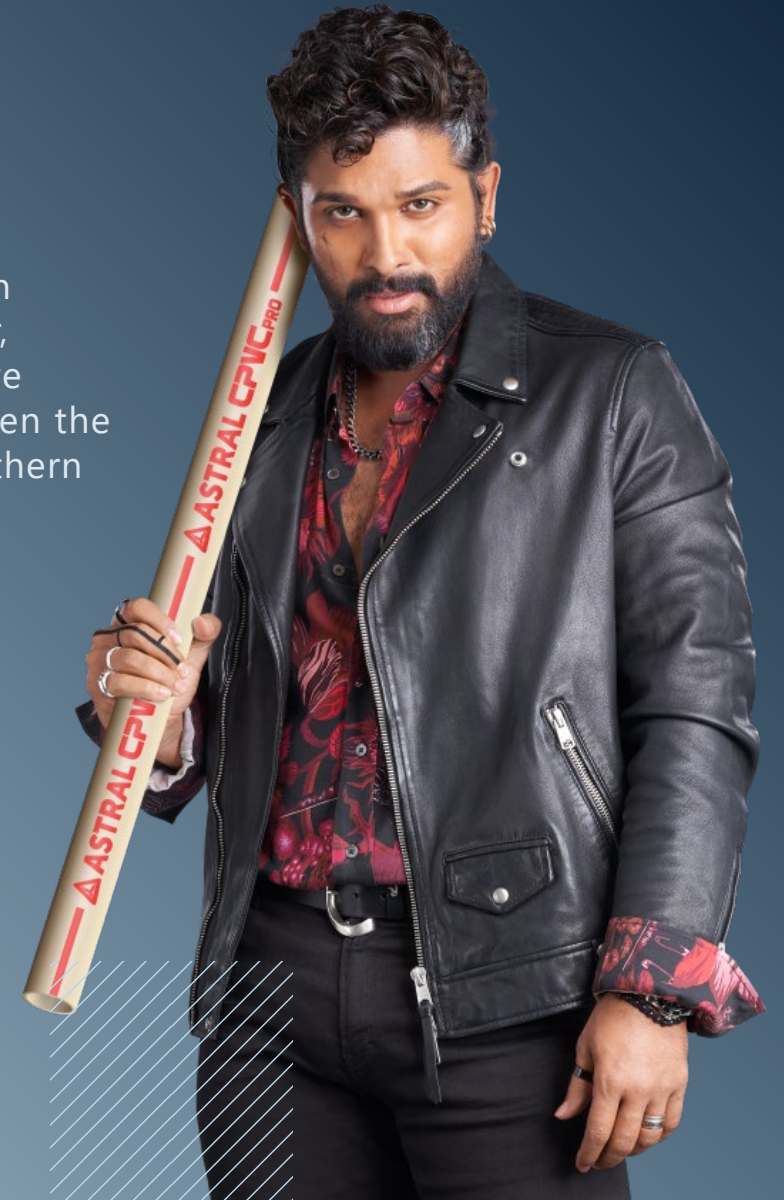
Marketing Communication (1/10)



RANVEER SINGH
The face of Astral Pipes –
India's most trusted pipe

ALLU ARJUN

Onboarded Allu Arjun as brand ambassador, leveraging his massive following to strengthen the pipe business in Southern India and drive sales

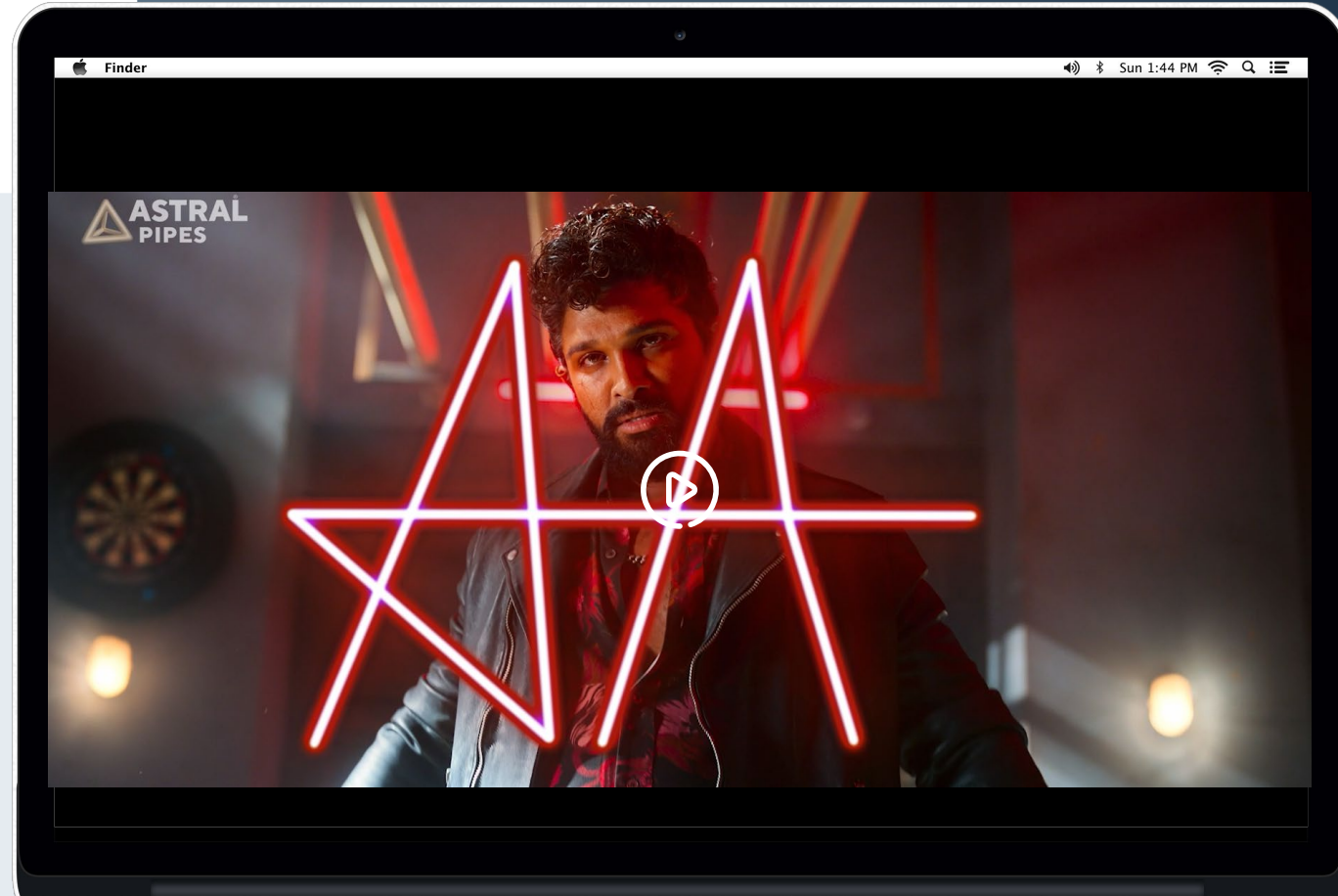


Marketing Communication (2/10)

Astral Pipes launched icon star Allu Arjun in Telugu TVC.

The TVC aimed to increase the brand share and top of mind recall in the South Indian Markets.

Watch the video Online

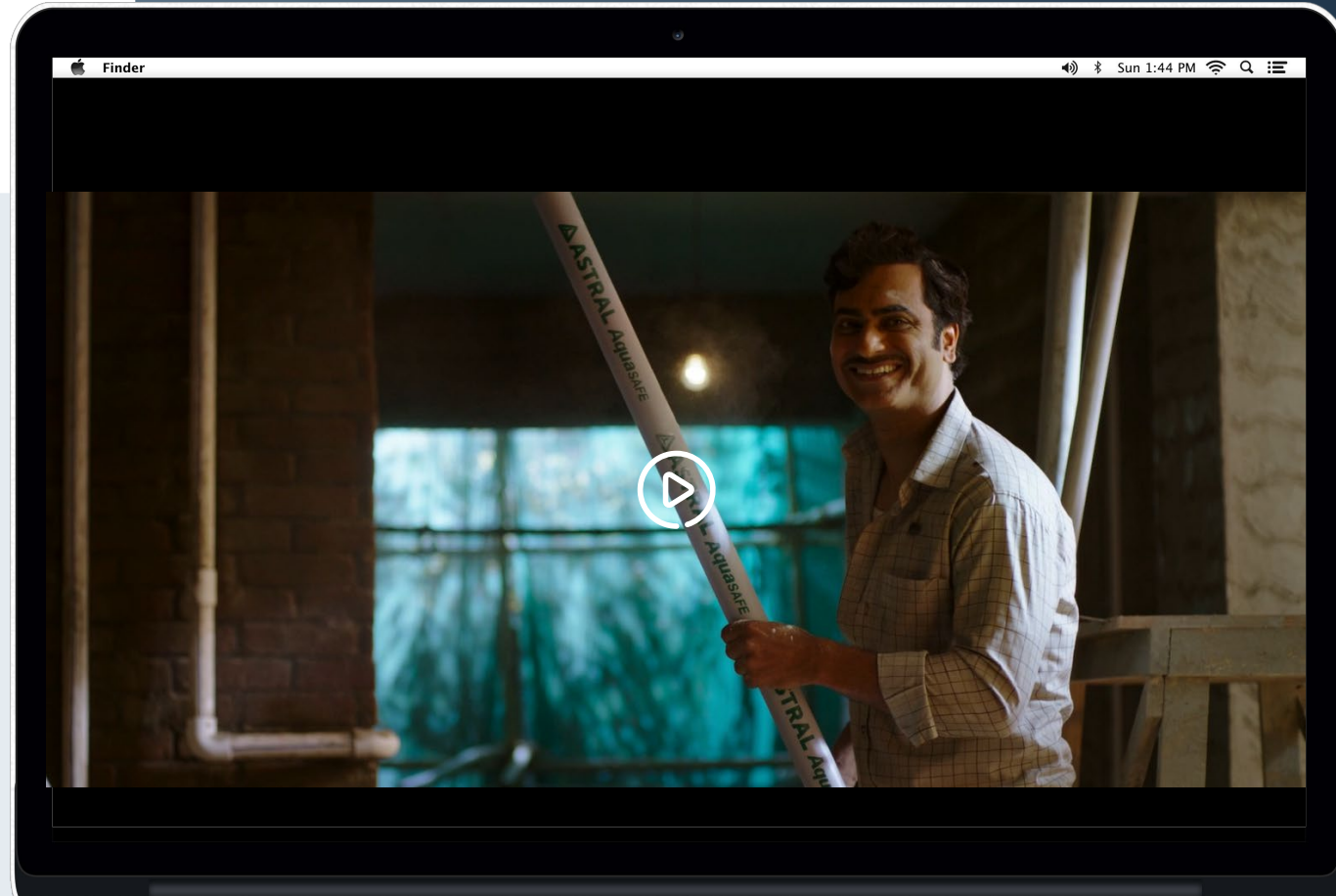


Marketing Communication (3/10)

This campaign aimed at educating and changing the way consumers purchase pipes and fittings.

Unfortunately, adulteration in these products often goes unnoticed, leading to potential damage to plumbing systems and buildings. Astral Pipes have the right amount of resin and filler as per ISI standards, which makes it Astral Strong!

Watch the video Online



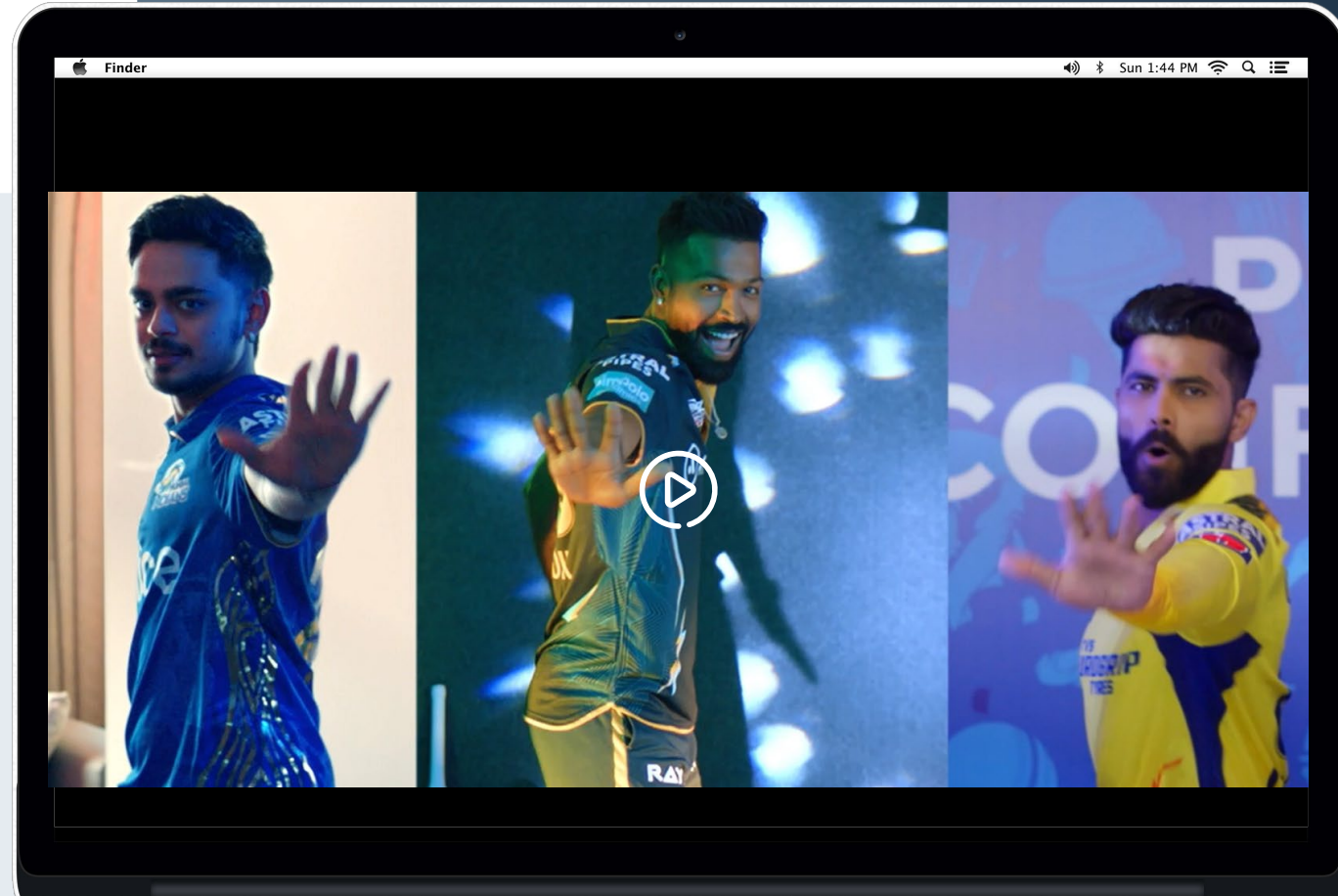
Marketing Communication (4/10)

Astral Pipes Co-Sponsored three IPL Teams in its 2023 edition.



Marketing Communication (5/10)

Celebrating 25 years of
Astral Pipes



Watch the video Online



Marketing Communication (6/10)

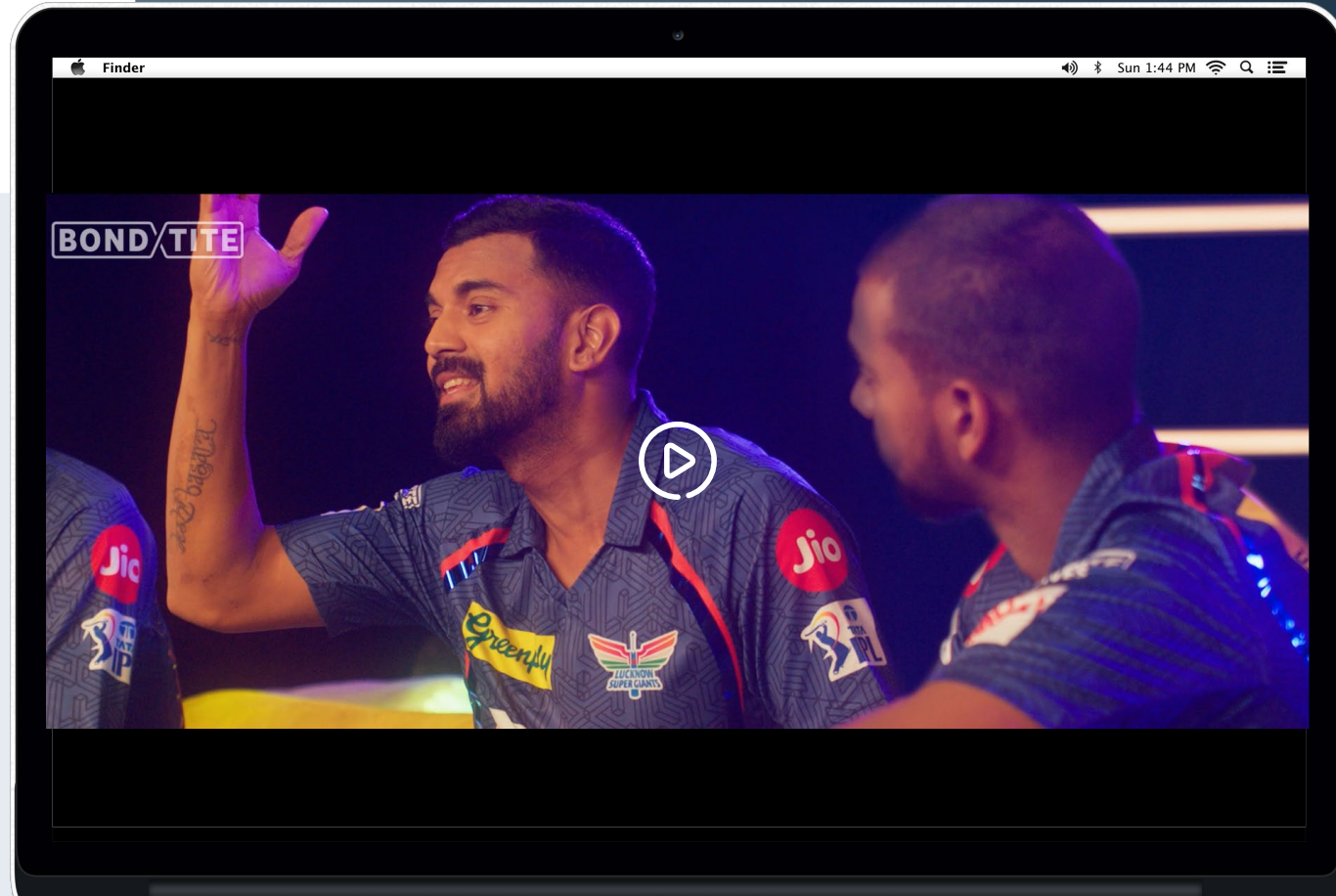


Marketing Communication (7/10)

Kuch bhi jode ekdum tight,
ekdum right, Bondtite!

*Thrilled to cheer for our ekdum
tight partner Lucknow Super
Giants in this T20 season.*

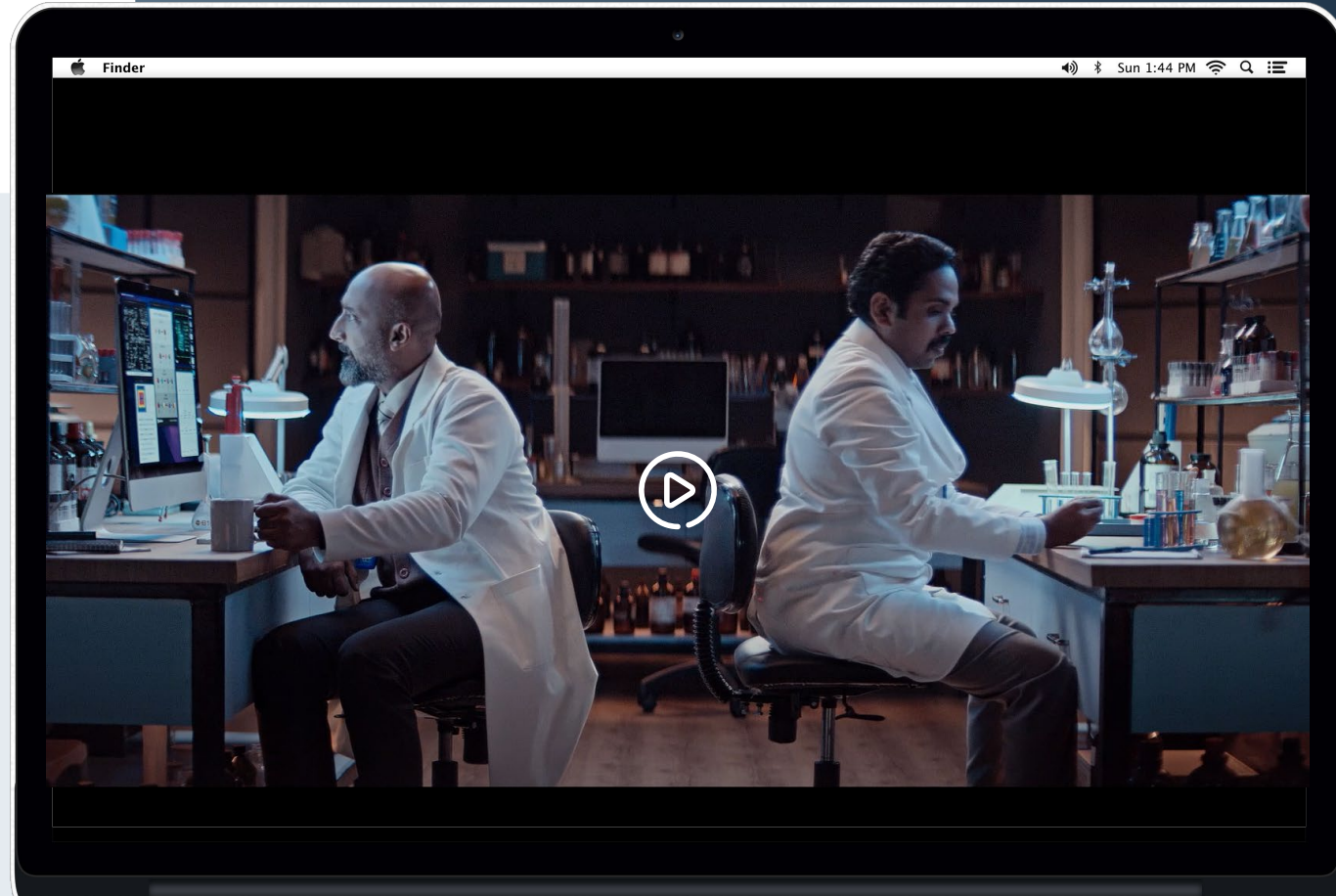
Watch the video Online



Marketing Communication (8/10)

The all new Astral Bondtite Quick, jo jode ekdum quick and tight!

Watch the video Online



Marketing Communication (9/10)

Magazine Advertisements to promote our faucets and sanitaryware products



Marketing Communication (10/10)

Astral Limited announces the acquisition of Gem Paints Private Limited.



COMPANY OVERVIEW

PRODUCT OFFERINGS

BRAND - BUILDING INITIATIVES

● **SUSTAINABILITY INITIATIVES**

WAY FORWARD

FINANCIAL PERFORMANCE

Sustainability Initiatives

04

CSR Initiatives (1/4)

While monetary gains are an important part of our success, we consider the empowerment and growth of the communities where we do business to be just as important.

With the communities in mind, we have collaborated with a number of institutions to address their specific needs.



CSR Initiatives (2/4)

Infrastructure Development



Collaborated with local groups to install a 2.7 km water pipeline in Maharashtra's Hiwali village, providing clean water access for its tribal population. The project significantly impacted the villagers' hygiene, health, and education. Even the talented students of the village who had to face difficulties getting water were benefited. Astral Foundation aims to continue its efforts to make water accessible to many more villages and make a difference in the lives of people who lack access to water.

Infrastructure Development



Contributed firefighting uniforms to the Ahmedabad Fire & Emergency Services team to help them fight fires more effectively. This initiative was taken to honour and support the brave firemen who put their lives at risk to save others. As a responsible corporate citizen, Astral Foundation is committed to serving and contributing to the betterment of society.

Infrastructure Development



Partnered with N. Desai Papers Pvt. Ltd. to construct a new water room at Khatripur primary school under the school development project. The inauguration was done by Mr. Prakashbhai Vankar, Taluka primary education officer of Dholka. The new water room will ensure that the students have access to clean and safe drinking water. It is a significant step towards providing safe drinking water to the people.

CSR Initiatives (3/4)

Education



Collaborated with Manthan Education Programme Society, India, to develop a science museum at KHOJ, Sabarmati Riverfront, Ahmedabad. The project promotes interactivity with Science, Art, and Innovation. It provides a space for young minds to understand complex concepts easily, express their ideas, and develop them into reality. The museum encourages innovation and new ideas, which are essential for development.

Infrastructure Development



Contributed school bags and education kits for the 17th edition of the 'Shala Praveshotsav' drive to enroll students in class one across Gujarat. The foundation distributed the kits to the newly enrolled students during the recently concluded Shala Praveshotsav and Kanya Kelvani Mahotsav. Astral Foundation aims to make resources available to students and extend opportunities for the betterment of society.

Wildlife conservation



Supported the Wildlife Trust of India in conducting capacity-building workshops for Markhor watchers at Limber wildlife sanctuary. The objective was to sustain the two remaining viable populations of Markhor in India. Astral Foundation provided waterproof jackets and high-altitude trekking shoes to the watcher group for daily patrolling. The Foundation is exploring and converging existing development programs with direct conservation development linkage for effective biodiversity conservation in protected areas.

CSR Initiatives (4/4)

Healthcare



Partnered with JDF Rajkot and supported children suffering from juvenile diabetes by organizing medical camps to provide insulin, medicines, and glucometer strips. They also organized a two-day mega health check-up camp for type 1 juvenile diabetics patients, which was inaugurated by Mr. Sandeep Engineer, Chairman and MD, Astral Limited. Astral Foundation aimed to provide help and care to children with such illnesses and make a difference in their well-being.

Supporting the specially abled



Donated 80 wheelchairs to the divyang people of Mahesana district. The program was organized at Disha School, Khodiyar Education Trust Mahesana, and was attended by Shri Jugalsinh Lokhandwala, Member of Parliament, Rajyasabha, and Shri Mukeshbhai Patel, MLA, Mahesana. The Khodiyar Education Trust Mahesana assisted in identifying the beneficiaries and distributing the wheelchairs, which will be instrumental in providing support to the divyang people in their daily routine life.

Women Empowerment



Conducted a program on International Women's Day in Khatraj village, aimed at promoting women's health and hygiene. The program, supported by the district health department and Sevakunj charitable trust, sensitized adolescent girls and their mothers about menstrual hygiene and provided valuable information related to pregnancy and government schemes. Sanitary pads were also distributed to maintain menstrual hygiene. This program proved to be a valuable platform for women to learn and share information, ultimately contributing towards the empowerment of women in the community.

Prestigious National-level Awards have Honored Our Films with Their Recognition



Watch the video Online



Sustainability Initiatives



TRAINING

Substantial increase in training hours from 12,048 hours to 17,500+ hours



TRAINING

Increase in training man hours by 45%



CSR

46% growth in CSR spends compared to last year



ESG

Increase in solar energy capacity to 4381 kwp from 1991 kwp. Increase of 120%



CSR

Energy consumption through renewable source was 18% and 20% respectively in Santej and Dholka plant



ESG

Certified with Green Co Gold, LEED Platinum and Green Pro Certification for Silencio Division



ESG

Certified with GRIHA Council certification for CPVC Pipes



ESG

Certified with ISO 9001:2015 for quality management system implementation at Sangli-Kanadwadi Plant



LEED certification by US Green Building Council (USGBC)

Awarded Platinum rating for reducing carbon footprint through efficient operation and maintenance of the building.

Way Forward	43
Industry Outlook - Pipes	45
Revenue Outlook for Next 5 Years - Pipes	46
Industry Outlook - Adhesives and Sealants	47

Revenue Outlook For Next 5 Years - Adhesives and Sealants	48
Paints	49
Option Value	50

COMPANY OVERVIEW
PRODUCT OFFERINGS
BRAND - BUILDING INITIATIVES
SUSTAINABILITY INITIATIVES
WAY FORWARD
FINANCIAL PERFORMANCE

Way Forward

05

Way Forward (1/2)

Despite the tremendous volatility in polymer prices that persisted throughout the year, we have emerged triumphant, delivering a resounding success that has truly sets us apart. We have achieved a remarkable volumetric growth of approximately 19%, firmly solidifying our position in the market and capturing even greater market share.

Furthermore, we have successfully ventured into high-growth sectors such as faucets, Sanitaryware, and paints, and our expansion into valves is progressing at an accelerated pace. It is crucial to note that this diversification does not come at the expense of moderated growth in our core business. We have carefully managed our resources, ensuring sufficient management bandwidth, and attracting exceptional talent to spearhead the overall growth of our organization.

Indeed, this is just the beginning of our journey in these new ventures. The surface has only been scratched, and we eagerly anticipate the tremendous growth that lies ahead. Even in our core business, we have made substantial investments over the past five years, bolstering our production capacities. And now, in the coming years, we are set to reap the rewards of these strategic investments, further propelling us towards unparalleled success.

To complement our ambitious growth plans, we are excited to announce the upcoming launch of three state-of-the-art pipe plants in Guwahati, Hyderabad and Dahej. These new additions will not only strengthen our market presence but also pave the way for us to enter previously untapped markets, opening up endless possibilities for expansion and prosperity.



Mr. Sandeep Engineer

CHAIRMAN & MANAGING DIRECTOR

In conclusion, Astral's unwavering commitment to excellence and innovation has enabled us to overcome significant challenges and achieve remarkable milestones. As we forge ahead, driven by our unwavering passion and determination, I am confident that our future holds boundless opportunities for success.



Way Forward (2/2)

₹~1,000 CR

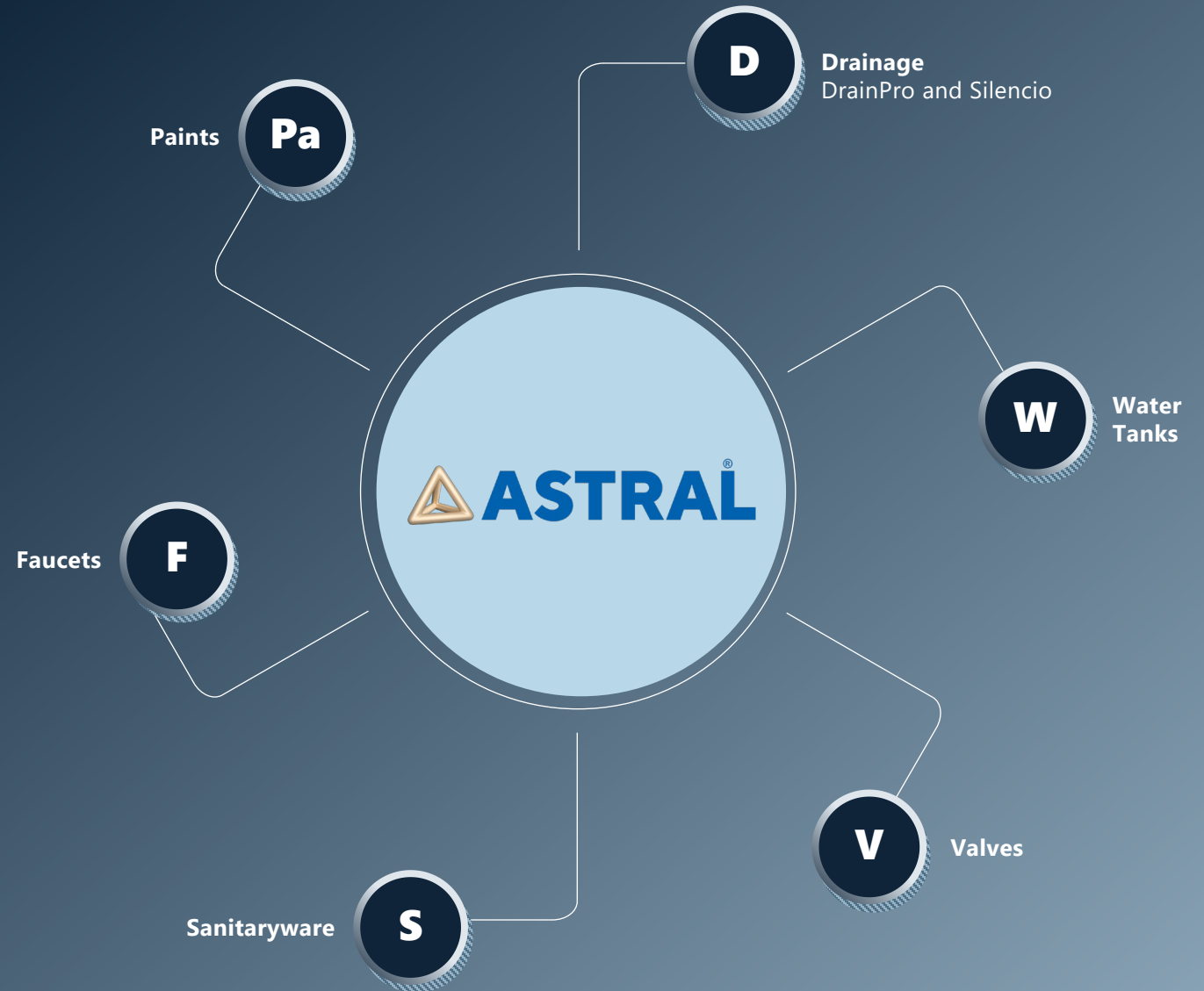
Capex Invested in the Last 5 Years

₹~1,500 CR

Projected Additional Revenues from New Products in the Next 4-5 Years

Astral has invested ₹~1,000 Crores in CAPEX in the last 5 years. The utilization of the same will be in the coming few years.

Therefore, the company is confident that it will be able to grow not only in its existing product portfolio, but also, projects additional revenues of ₹1,500 Crores in the next 4-5 years from the new products and categories:



Industry Outlook

Pipes

Unorganized players continue to face challenges which is helping organized players, as demonstrated by recent market share gain by Astral.

Govt. spending in various schemes will receive momentum in coming years, which was significantly slowed down due to the pandemic

Industry consolidation will continue in coming time

(Schemes such as Jal-Se-Nal, low cost housing scheme etc.).

Volatility in Polymer price will prove to be a disadvantage for small organized and unorganized players. Further, it needs additional working capital.

Infrastructure spending to receive healthy support, due to Govt. announcements of sizeable budget for infra projects under various Govt. Initiatives, which will support DWC pipes.



Revenue Outlook for Next 5 Years – Astral Pipes

15%

We Expect to Continue to Grow at 15% CAGR in Next 5 Years.

In FY21, we confidently guided for a 15% compound annual growth rate (CAGR) for our Pipe business. Remarkably, we have delivered a CAGR growth of 24.81% over the past two years, despite operating in a challenging environment.

Looking ahead, we remain steadfast in our commitment to maintaining a growth rate of 15% for our business.

01

Overall Industry growth of 9% - 10%

02

Shift from unorganized to organized sector

03

Higher growth from recently launched products

04

New product launches

05

Decentralization of manufacturing plants

06

Entering new geographies

07

Continued addition of new dealers, distributions & Plumbers in the Astral Family

Industry Outlook Adhesives & Sealants

Higher chemical prices to support financially capable companies to grow their market shares.

New categories to outpace other categories in terms of growth in coming years.

Expecting the industry to grow in double digits under normal circumstances, while companies like ASTRAL will keep acquiring market share and grow further.

Industry consolidation will continue in the coming years.

Unorganized regional players to continue to lose market share.



Revenue Outlook for Next 5 Years – Astral Adhesives

15%

We Expect to Continue to Grow at 15% CAGR in Next 5 Years.

In FY21, we confidently guided for a 15% compound annual growth rate (CAGR) for our Adhesives business. Remarkably, we have delivered a CAGR growth of 35.39% over the past two years, despite operating in a challenging environment.

Looking ahead, we remain steadfast in our commitment to maintaining a growth rate of 15% for our business.

01

Overall Industry growth of double digit

02

Shift from unorganized to organized sector

03

Higher growth from recently launched products

04

New product launches

05

Entering new geographies

06

Addition of new dealers & distributions

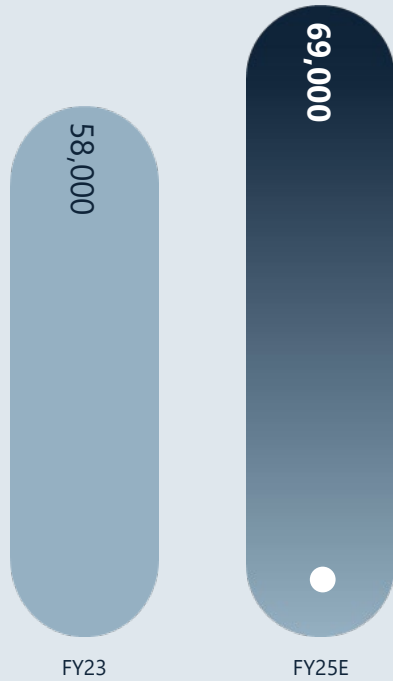
07

Good support from the UK & USA markets

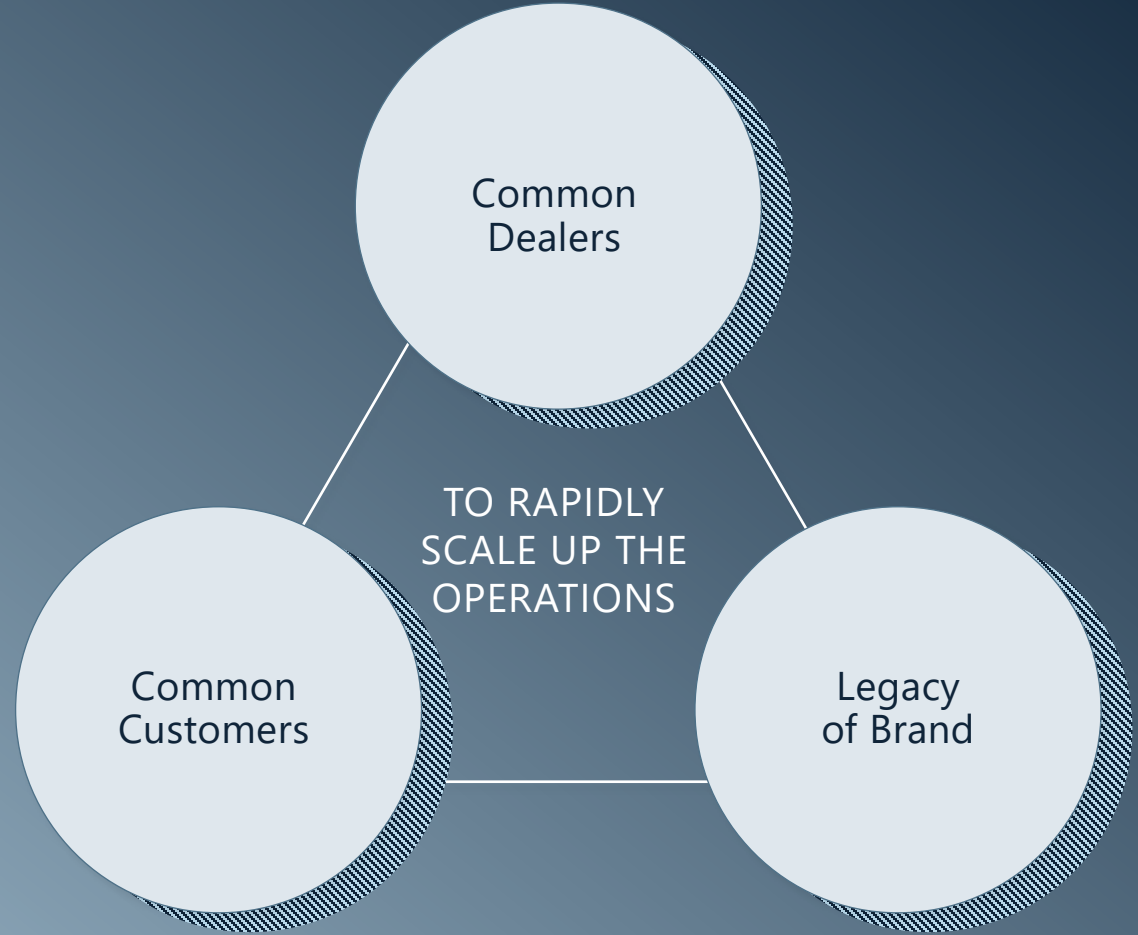
Paints

Huge Opportunity Size

(₹ IN CRORES)



Astral to Leverage its Existing



Option Value

01

Huge cash on book ₹ 682 Cr., that will help the Company to grow organically and inorganically

02

East India plant represents a strong option value over the next 5 years

03

Two additional new pipe locations, Guwahati and Hyderabad, will help us further increase our market share and accelerate our growth over the next 5 years

04

Launching a few new products in Adhesive & Sealants segment under a different chemistry, that along with existing products will double the Company's revenue within the next 5 years

05

Existing standalone Pipes Business (current Market Share of 9.61%) likely to double its revenue over 5 years

06

Expecting new businesses that Astral has undertaken recently, like Tank, Faucet, Sanitaryware, Paint and Valve to contribute ₹ 1,500 Crore of revenue in the next 5 years

Plumbing Business	52	Consolidated Financial Performance	57
Paints and Adhesives Business	55	Market Opportunity vs Astral Market Share	61
Group Revenue Breakup	56	Key Take Away	62

COMPANY OVERVIEW
PRODUCT OFFERINGS
BRAND - BUILDING INITIATIVES
SUSTAINABILITY INITIATIVES
WAY FORWARD

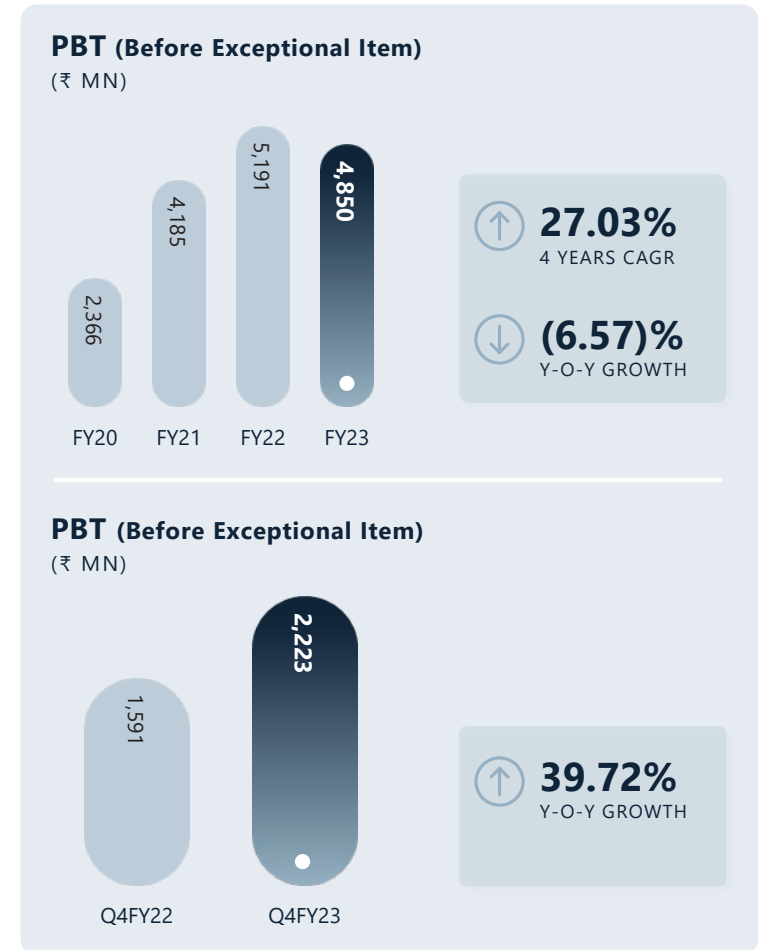
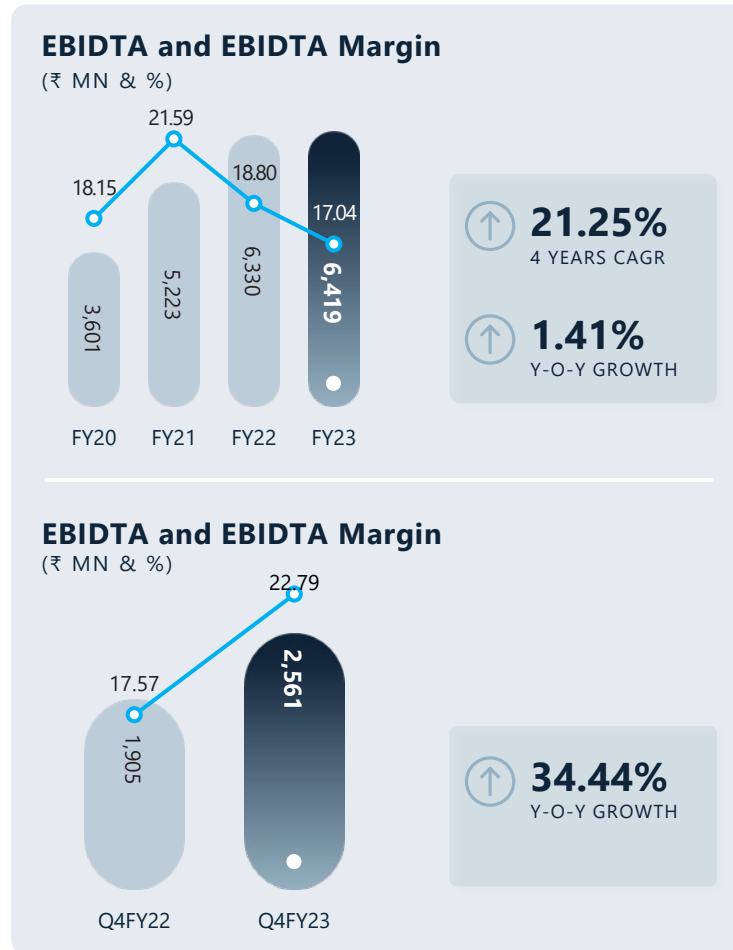
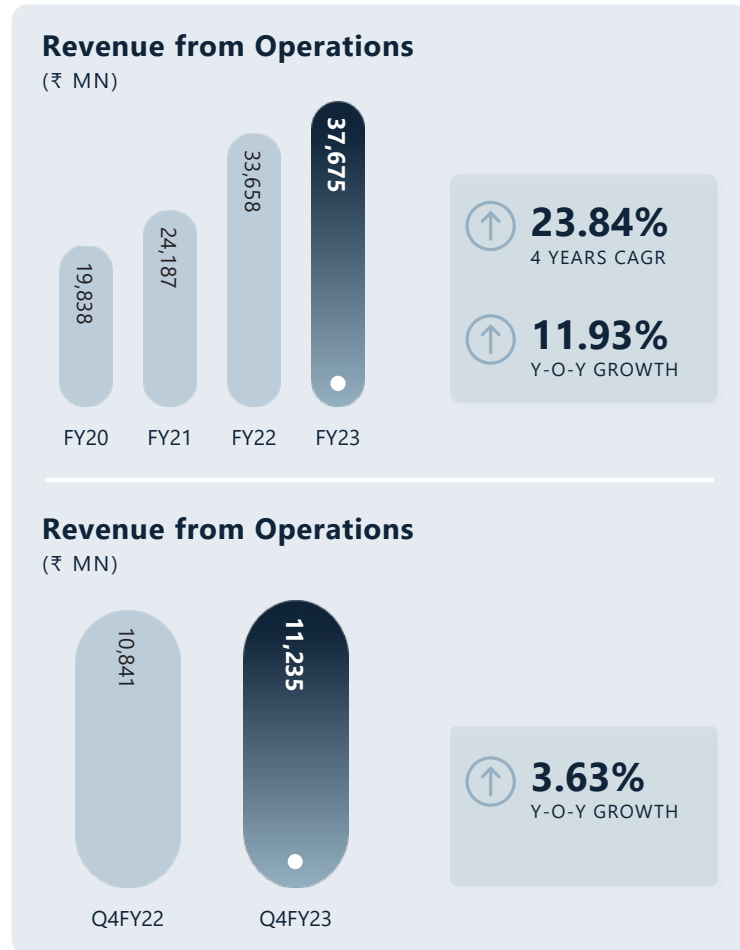
● **FINANCIAL PERFORMANCE**



Financial Performance

[READ MORE](#)

Plumbing Business (1/3)

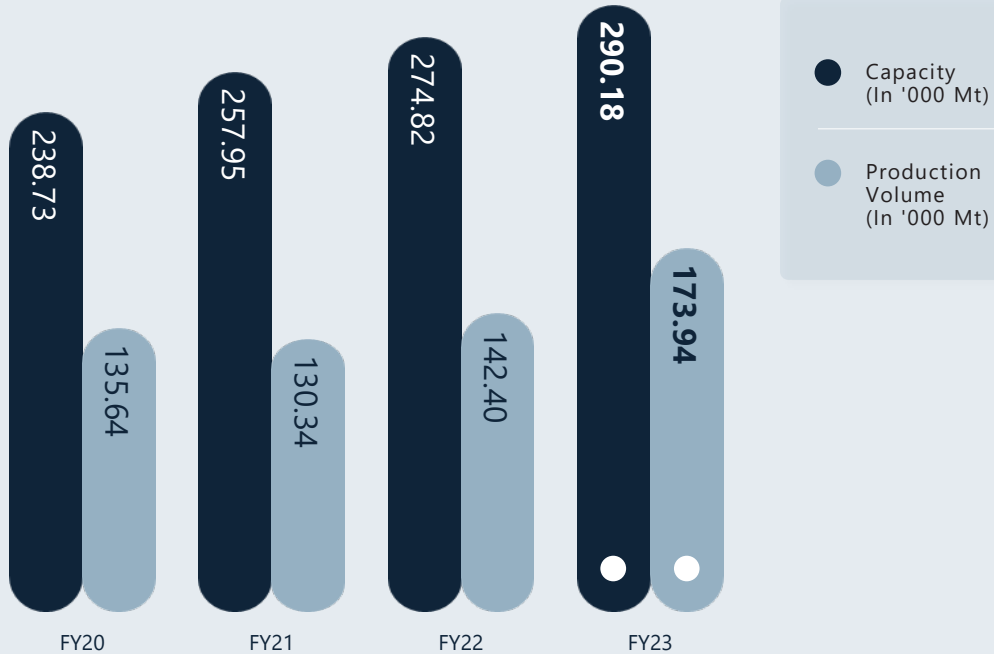


The above charts exclude Adhesive Products Weld-on business.

Plumbing Business

Capacity Utilization

(IN '000 MT)

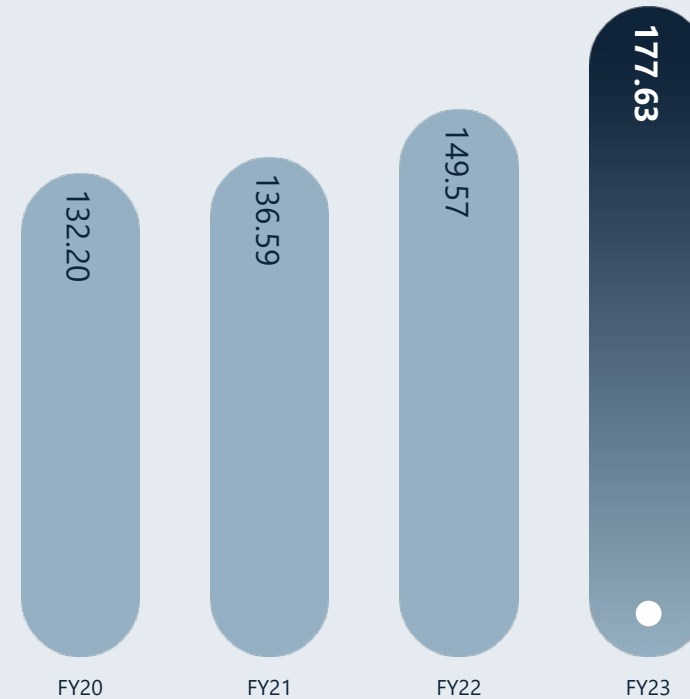


↑ **22.15%**
Y-O-Y
Production
Growth

- Capacity (In '000 Mt)
- Production Volume (In '000 Mt)

Sales

(IN '000 MT)



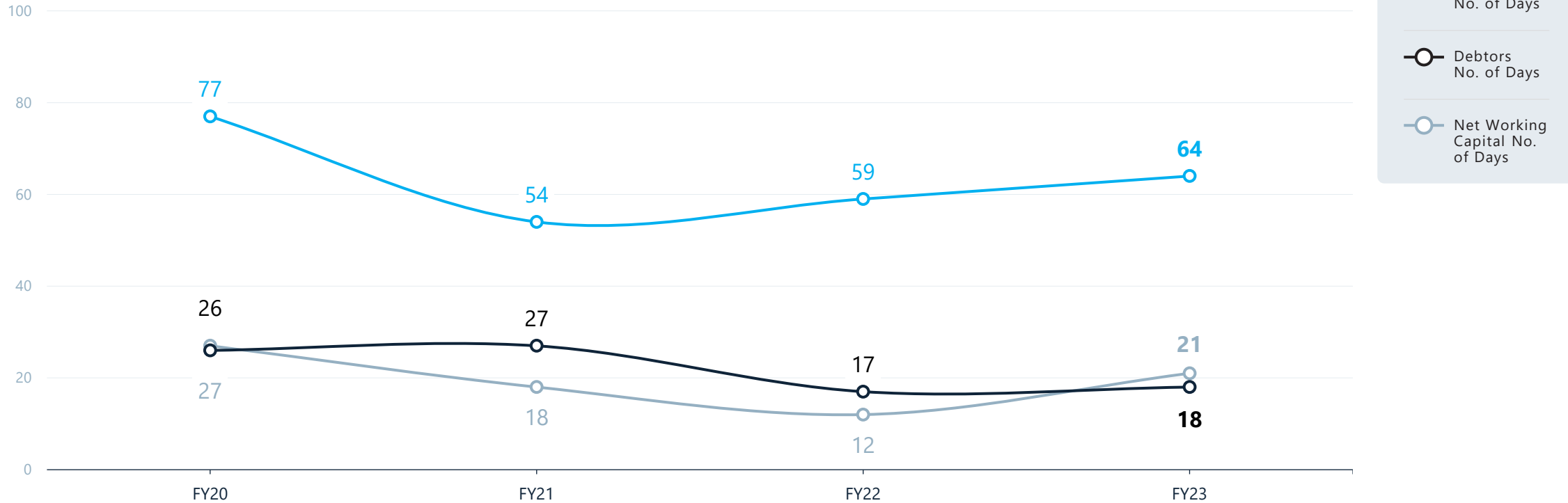
↑ **10.35%**
4 YEARS CAGR

↑ **18.76%**
Y-O-Y GROWTH

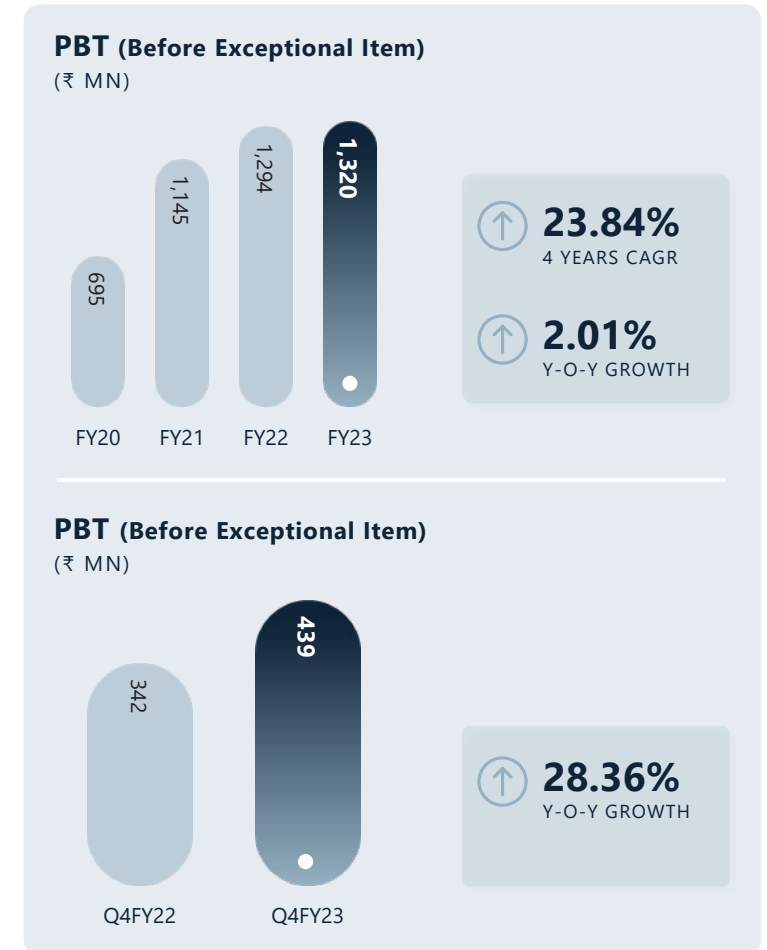
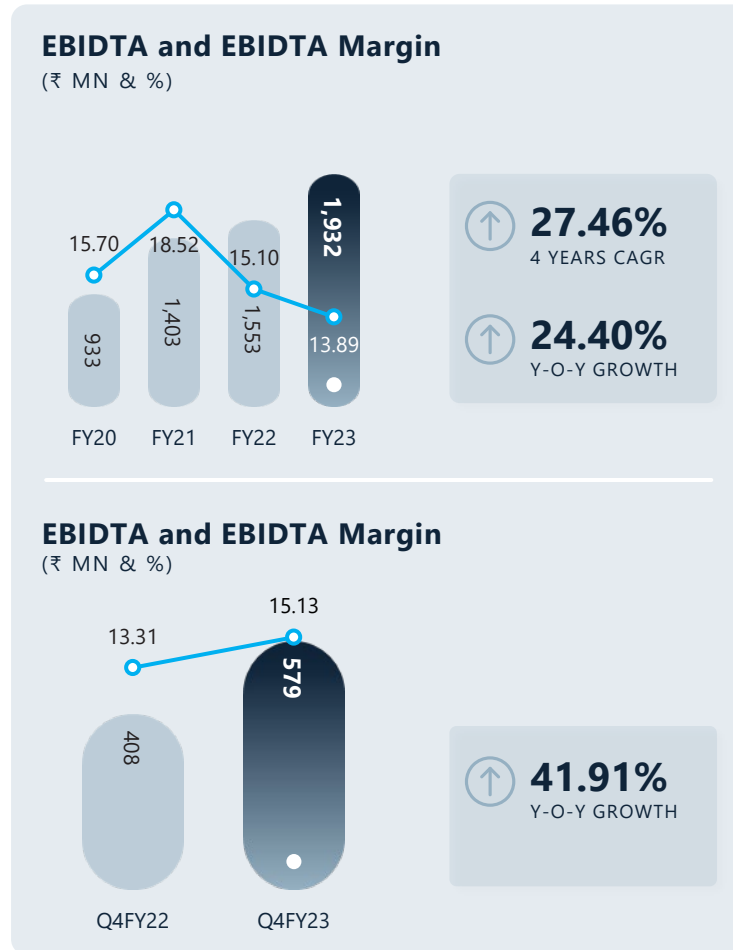
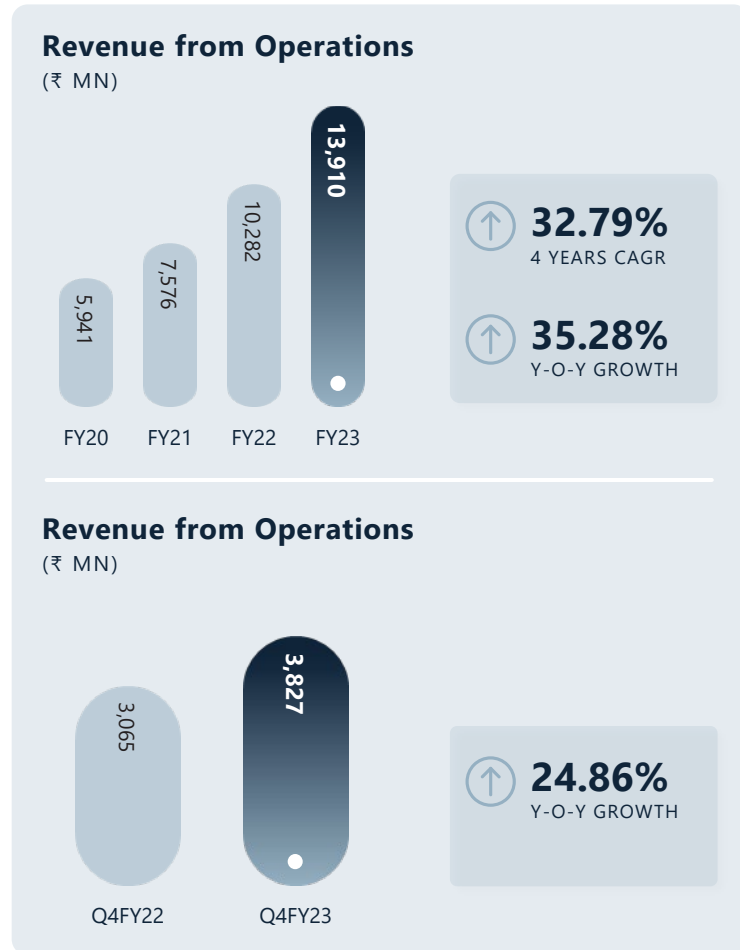
Plumbing Business (3/3)

Working Capital

(IN DAYS)



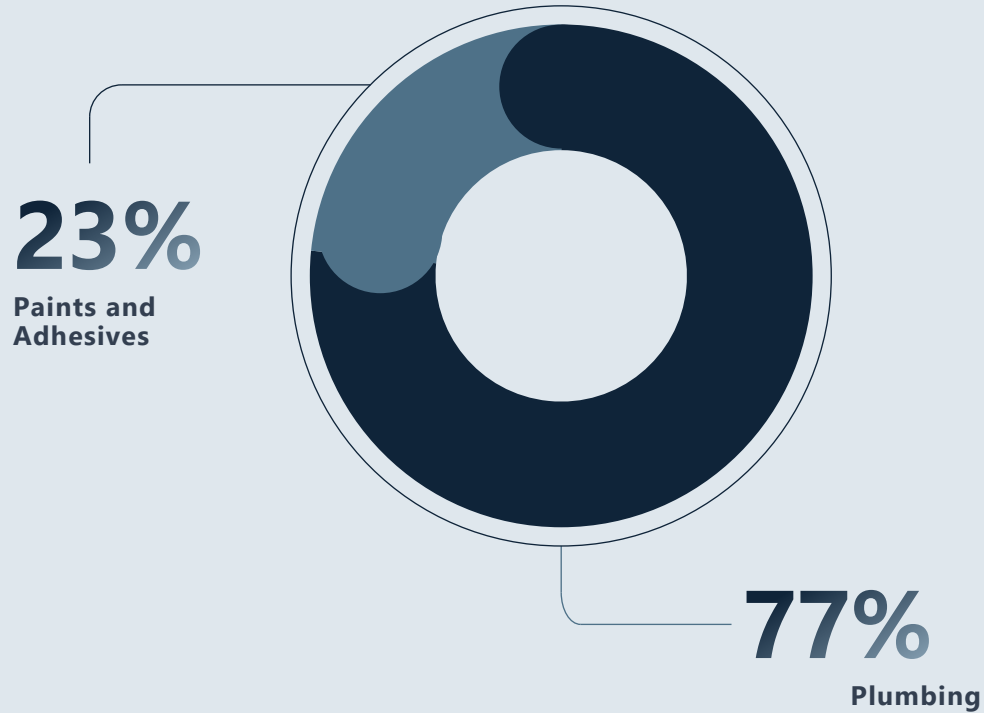
Paints and Adhesives Business



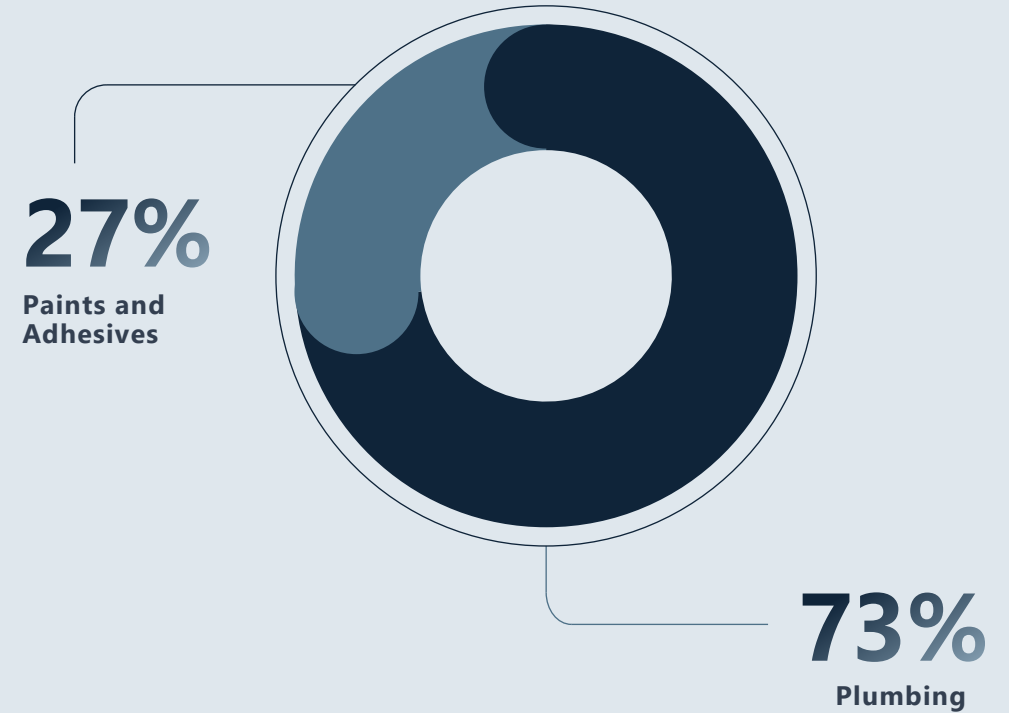
The above charts include Adhesive Products Weld-on business.

Group Revenue Breakup

FY 21-22
(IN %)



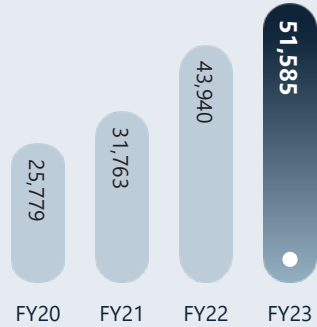
FY 22-23
(IN %)



Consolidated Full Year Performance (1/4)

Revenue from Operations

(₹ MN)

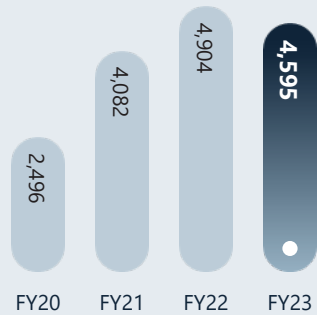


↑ **26.01%**
4 YEARS CAGR

↑ **17.40%**
Y-O-Y GROWTH

PAT

(₹ MN)

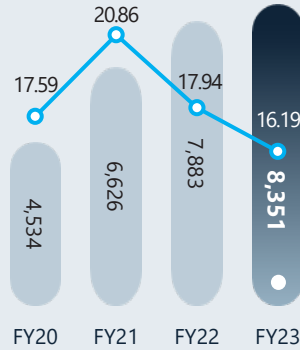


↑ **22.56%**
4 YEARS CAGR

↓ **(6.30)%**
Y-O-Y GROWTH

EBIDTA and EBIDTA Margin

(₹ MN & %)

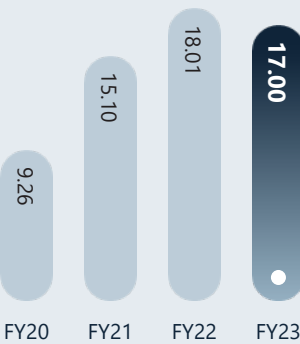


↑ **22.58%**
4 YEARS CAGR

↑ **5.94%**
Y-O-Y GROWTH

EPS*

(In ₹)



↑ **22.45%**
4 YEARS CAGR

↓ **(5.61)%**
Y-O-Y GROWTH

PBT (Before Exceptional Item)

(₹ MN)

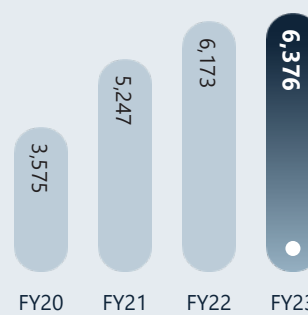


↑ **26.32%**
4 YEARS CAGR

↓ **(4.86)%**
Y-O-Y GROWTH

Cash Profit

(₹ MN)



↑ **21.27%**
4 YEARS CAGR

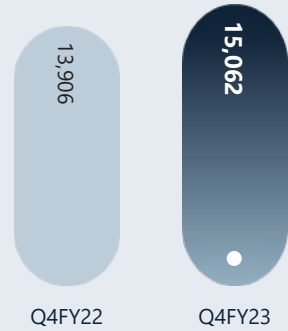
↑ **3.29%**
Y-O-Y GROWTH

EPS for the previous years has been adjusted for bonus share issued

Consolidated Quarterly Performance (2/4)

Revenue from Operations

(₹ MN)



↑ **8.31%**
Y-O-Y GROWTH

PAT

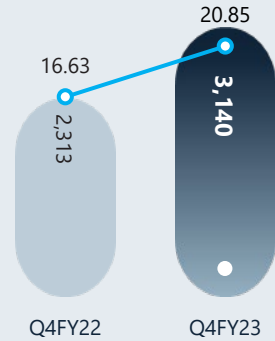
(₹ MN)



↑ **38.10%**
Y-O-Y GROWTH

EBIDTA and EBIDTA Margin

(₹ MN & %)



↑ **35.75%**
Y-O-Y GROWTH

Cash Profit

(₹ MN)



↑ **37.65%**
Y-O-Y GROWTH

PBT (Before Exceptional Item)

(₹ MN)

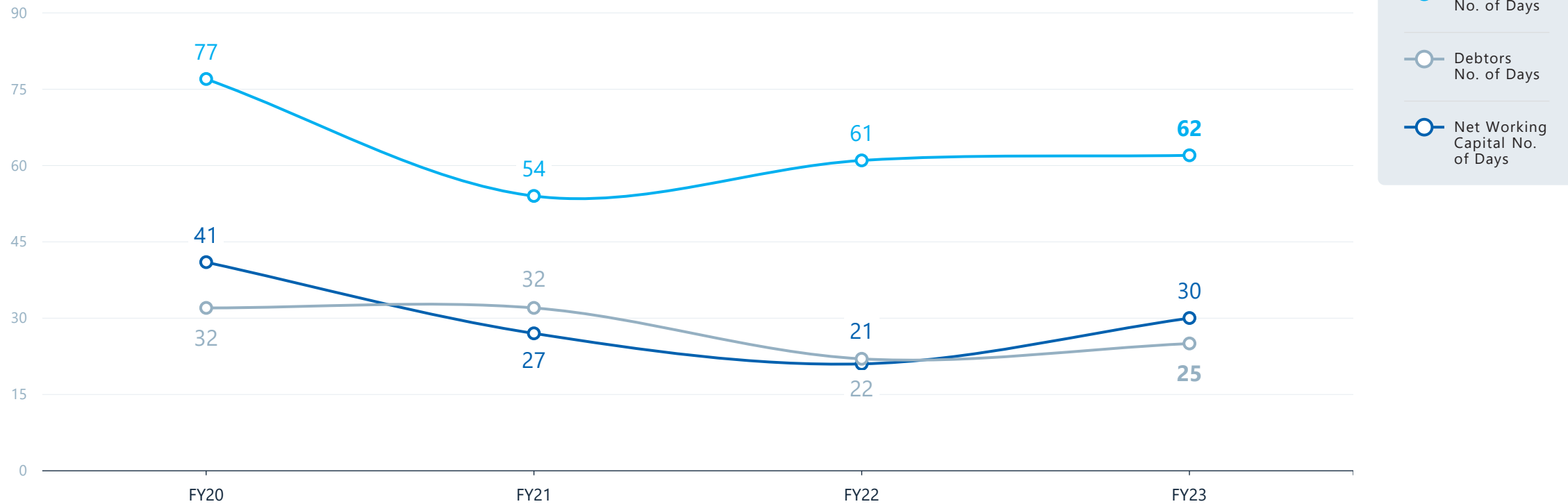


↑ **37.71%**
Y-O-Y GROWTH

Consolidated (3/4)

Working Capital

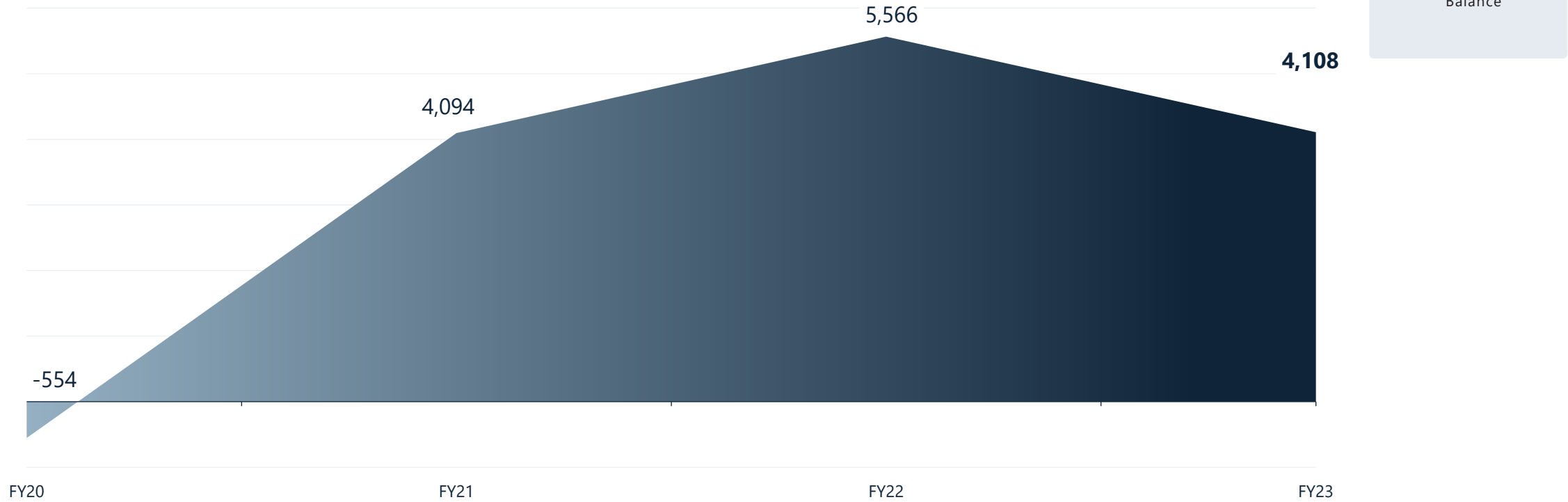
(IN DAYS)



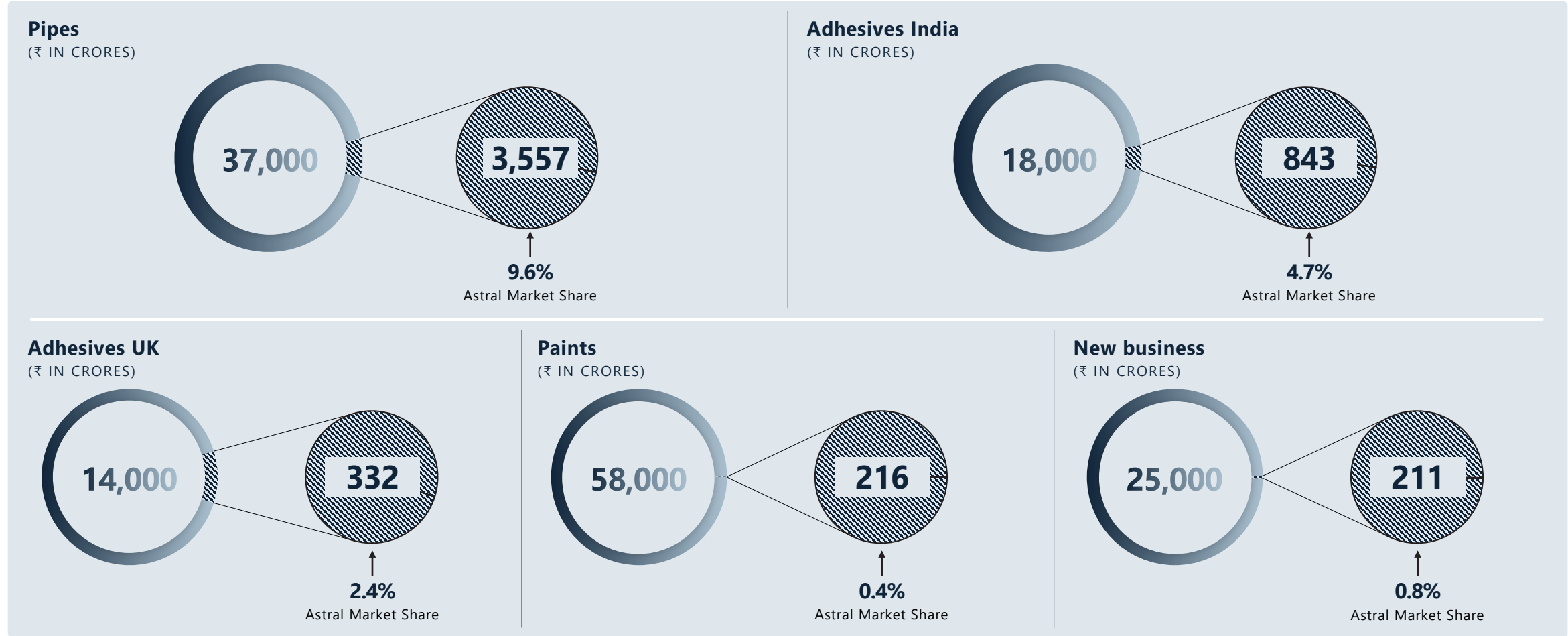
Consolidated (4/4)

Net Cash Balance

(₹ MN)



Market Opportunity vs Astral Market Share



* Management Estimates

Key Take Away

01

Recorded strong volumetric growth and gain in market share
(Both Pipes & Adhesives)

02

Unorganized regional players continue to lose market share

03

Recently launched products continue to drive good growth

04

New launches are in pipeline for the both segments - Pipes & Adhesives

05

Three upcoming plants in Guwahati, Hyderabad and Dahej will further accelerate the growth momentum in the coming years

06

Contributions from value added products and decentralization of plants to help in margin expansion

Disclaimer

The information in this presentation has been prepared for use in presentations by Astral Limited (the “Company”) for information purposes only and does not constitute, or should be regarded as, or form part of any offer, invitation, inducement or advertisement to sell or issue, or any solicitation or initiation of any offer to purchase or subscribe for, any securities of the Company in any jurisdiction, nor shall it, or the fact of its distribution form the basis of, or be relied on in connection with, any investment decision or any contract or commitment to purchase or subscribe for any securities of the Company in any jurisdiction.

No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Neither the Company nor any of its affiliates, advisors or representatives shall have any responsibility or liability whatsoever (for negligence or otherwise) for any loss howsoever arising from any use of this presentation or its contents or otherwise arising in connection with this presentation. The information set out herein may be subject to updating, completion, revision, verification and amendment and such information may change materially. This presentation is based on the economic, regulatory, market and other conditions as in effect on the date hereof. It should be understood that subsequent developments may affect the information contained in this presentation, which neither the Company nor its affiliates, advisors or representatives are under an obligation to update, revise or affirm.

This presentation contains forward-looking statements based on the currently held beliefs and assumptions of the management of the Company, which are expressed in good faith and, in their opinion, reasonable. Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance, or achievements of the Company or industry results, to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements. Unless otherwise indicated, the information contained herein is preliminary and indicative and is based on management information, current plans and estimates. Industry and market-related information is obtained or derived from industry publications and other sources and has not been independently verified by us. Given these risks, uncertainties and other factors, recipients of this document are cautioned not to place undue reliance on these forward-looking statements. The Company disclaims any obligation to update these forward-looking statements to reflect future events or developments.

ASTRAL LIMITED



Thank You

Contact Us

REGISTERED & CORPORATE OFFICE
AHMEDABAD

ASTRAL LIMITED

"ASTRAL HOUSE" 207/1,
Behind Rajpath Club,
Off. S.G. Highway,
Ahmedabad - 380059, India.

M: +91-79-66212000 | +91-79-66212121

W: info@astralltd.com

MAY

2023